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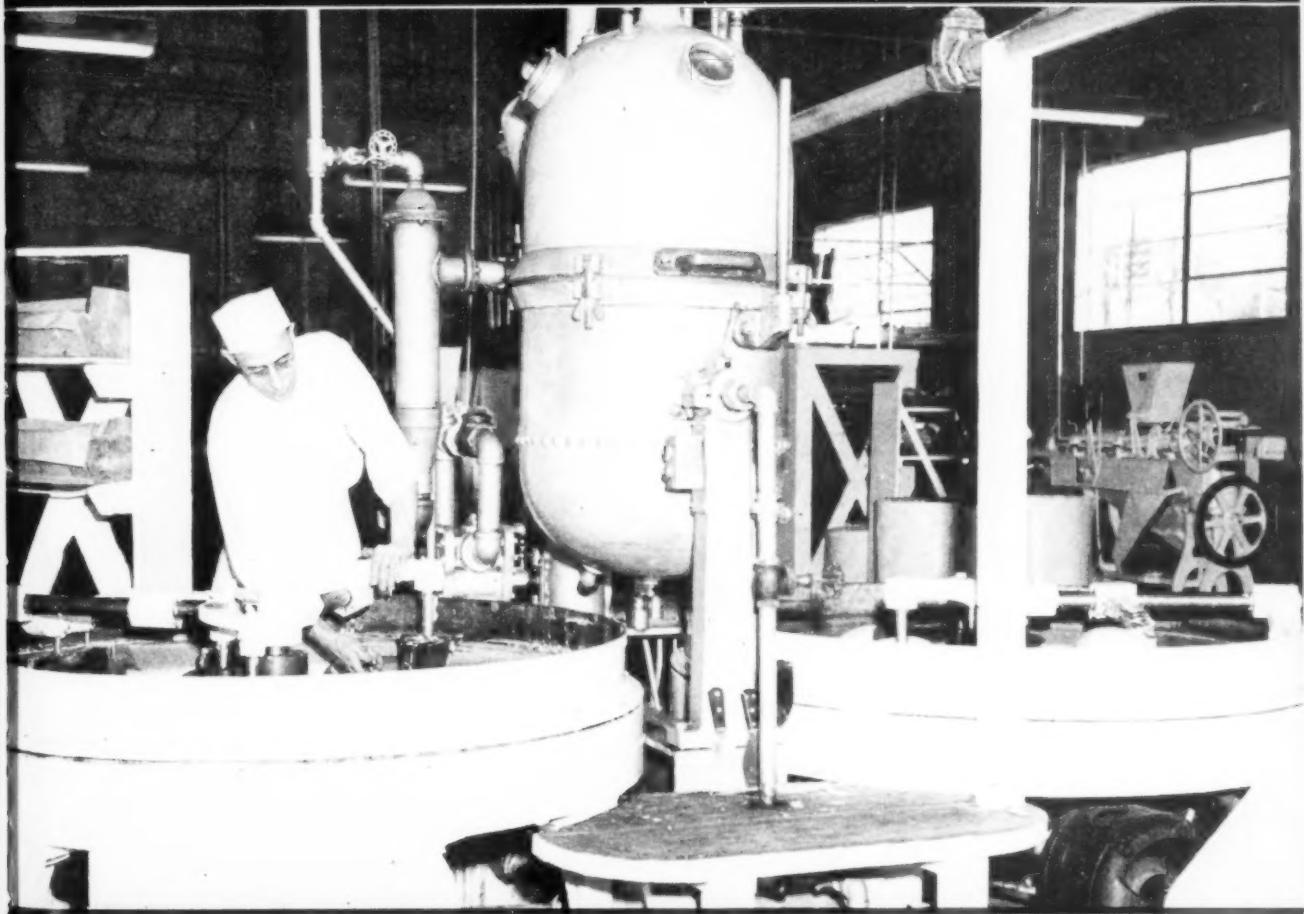
Manufacturing Confectioner

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PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



AUGUST
1951

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How To Modernize your Warehouse
Packaging For World-wide Distribution
Putting Natural Flavor In Candy

cut coffee

costs
in
half!



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The Manufacturing Confectioner

READ WHEREVER CANDY IS MADE

AUGUST

Vol. XXXI

1951

No. 8

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An operator checks one of the butter cream cooker and beaters in the new Mrs. J. G. McDonald plant in Salt Lake City.

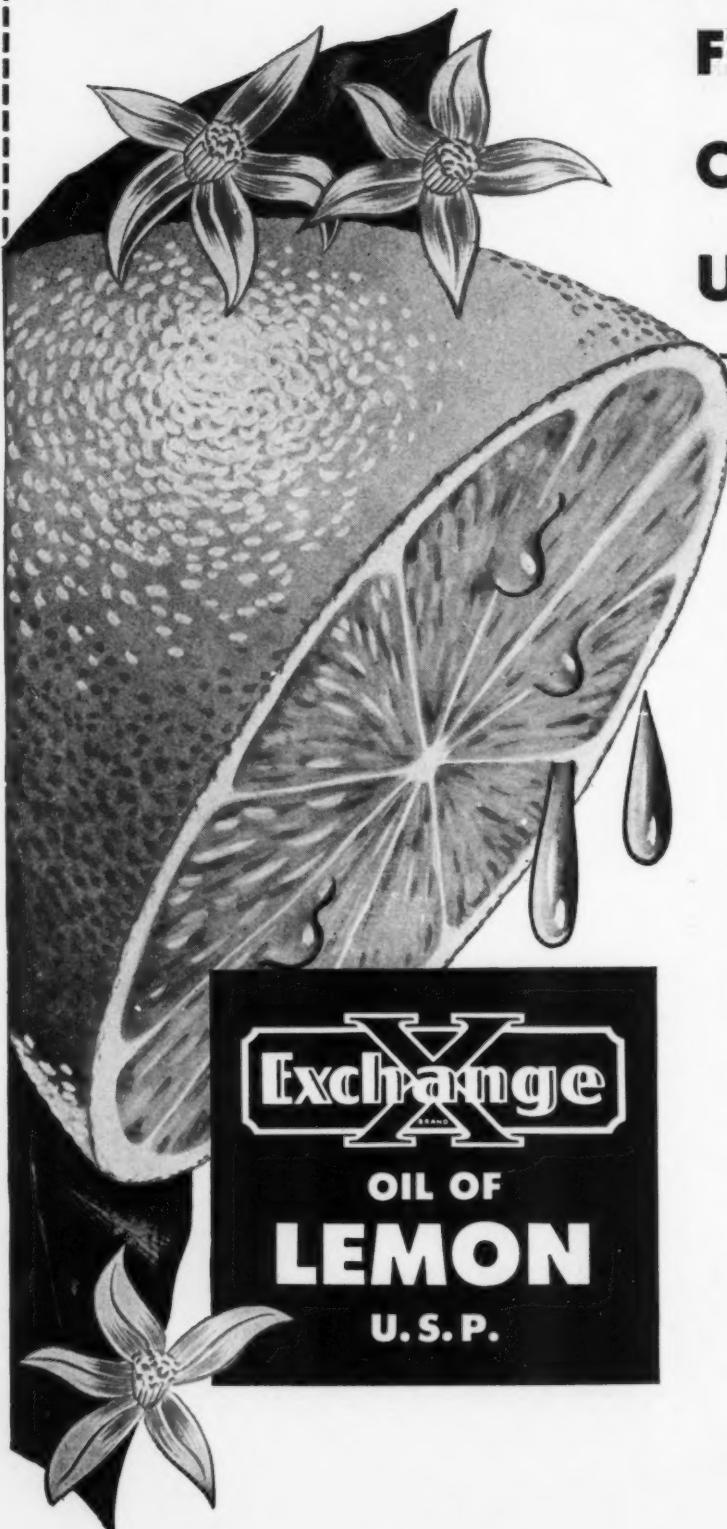
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THE MANUFACTURING CONFECTIONER



first impressions... *lasting appearance ...*

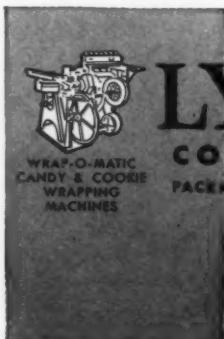
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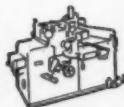
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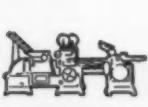
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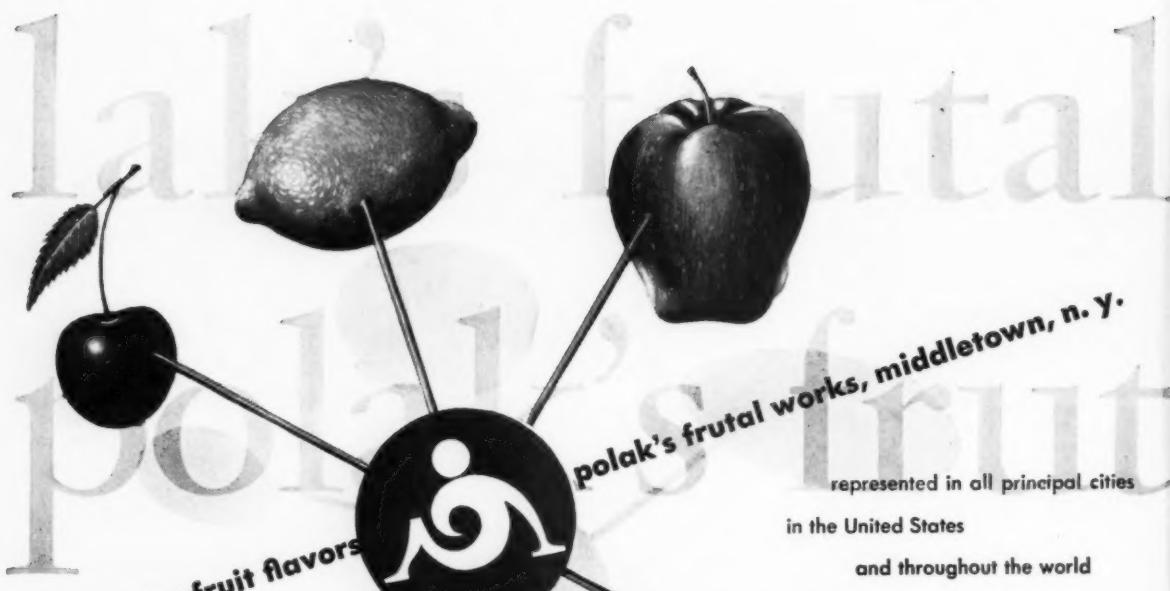


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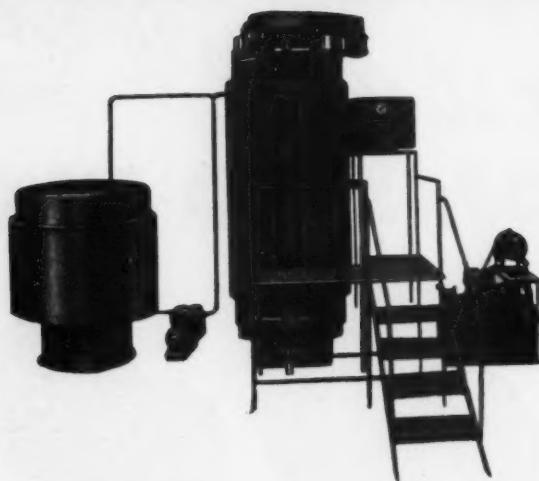
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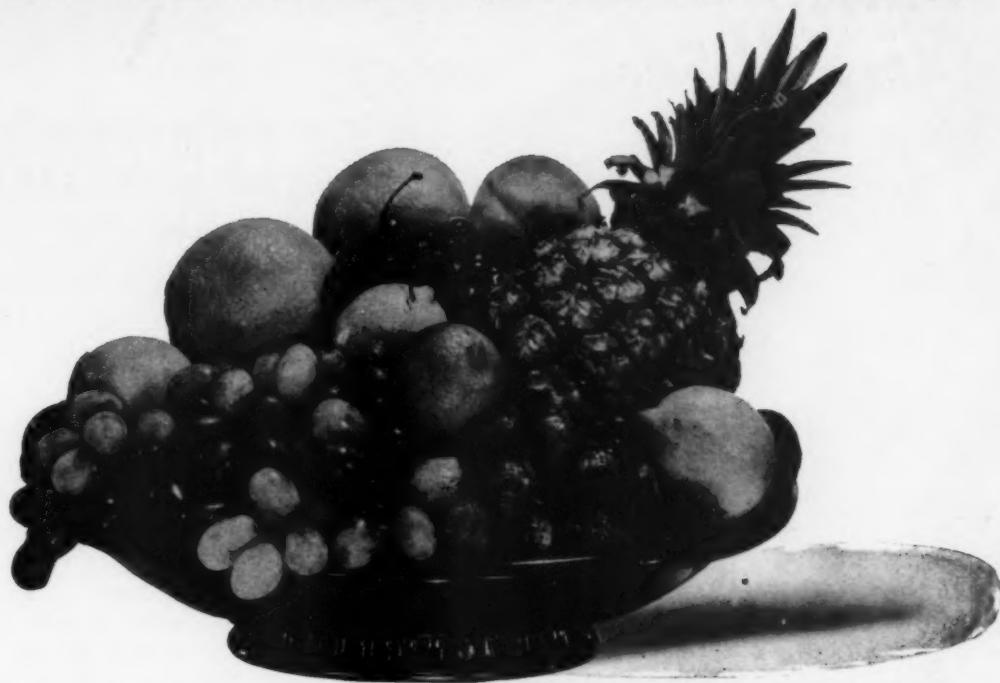
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for August, 1951

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candy's good!



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you make sure
the candy's good !

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CORN SYRUPS

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PROFITS THROUGH COST CONTROL

**A Consulting Engineer Reveals the Way to
Increased Income Through Planning**

By FRANK BUESE

A. T. Kearney & Co.

PROFITS are treacherous. Management, not only in the candy industry but generally, is frequently lulled into an attitude of complacency by the profits obtained during periods when sellers' markets and liberal purchasing power are prevalent. Too often these profits obscure developing situations which, under more competitive conditions, may well reduce or eliminate the

profit. Yet, there are widely accepted and proven means for recognizing these developments and for isolating and identifying the corrective action required. The purpose of this article is to examine briefly some of the techniques available to management that are becoming increasingly essential if profits are to be protected.

In a very real sense, profits are the measure of good management. To be sure, economic conditions beyond the control of any individual exert a strong influence on profits. On the other hand, management can be assured that proper attention to the factors under its control will do much to minimize impact of economic disturbances. But, if this cushioning is to be effective, the means of control must be established before the need arises. Patching a leaky roof during a storm is not generally considered to be the best way of protecting a house or its occupants.

Improved and more sensitive techniques of management control are being developed continuously. It is well that they are, since the complexities of modern industry require increasingly accurate barometers of performance to meet successfully—and profitably—the chal-

Frank Buese has had long experience in confectionery manufacturing as foreman, industrial engineer and consultant. His work has been primarily concerned with the control and reduction of costs. A holder of two engineering degrees from the University of Wisconsin, Mr. Buese is presently associated with A. T. Kearney & Co., management engineers. He was formerly connected with the Queen Anne Candy Co., of Hammond, Ind., and E. J. Brach and Sons, Chicago.

*The present article is the first of a series written by Mr. Buese especially for The MANUFACTURING CONFEC-
TIONER.*

lence of today's tempo. Twenty years ago, for example, it was usually only the large candy manufacturers who employed graduate engineers, analytical chemists and advertising managers. Today, these and other experts are accepted as more or less necessary in even the smaller companies. Each one can and should make a worth-while contribution to the well-being and progress of a business. Nevertheless, they are indicative of more complex problems of business operation than prevailed in the "good old days." With added complexities in manufacturing and selling, most managements welcome controls which will assist in protecting profits.

It is perhaps elementary to say profits are the excess of income over outgo. In the confectionery industry, however, this has a particular significance in that control over selling price is limited. Competition rather than cost is likely to establish the price at which candy is sold.

Managers have had the distressing experience of a rapid decline of orders when selling prices were increased. The knowledge of such sensitiveness of demand has led numerous companies to concentrate upon control of cost as a means of insuring profits. The amount of profit—the indicator of business success—is conventionally reported to management by the statement of earnings.

Income Minus Cost Equals Profit

From the earnings report can be determined periodically the over-all relationship between expenditures and income. If outgo exceeds income, profits vanish, the capital of the enterprise is in effect gradually distributed to its customers and ultimately business failure ensues. If, on the other hand, the total of all costs is less than total income, cash accumulates and the business prospers.

Whether the assets have dwindled or grown, will become known at the end of the accounting period when the books are closed. Unfortunately if the result is unfavorable, the past loss cannot be recovered. It has become unpleasant history written in red. A financial report showing a profit in 1950 is encouraging, but it conveys no assurance that the agreeable result will be repeated in 1951. Obviously, the cost information supplied by the financial operating statement presents only the over-all result and becomes available too late to correct past operation.

Historical Costs Are Merely Interesting

To obtain more detailed (though hardly more timely) information than is supplied by the financial report, the amount of labor and material consumed by each product may be collected. From this information may be calculated the actual cost of each product long after the expenditures have been made. This procedure does not provide a means of planning expenditures.

The small profit margins on which a candy business normally operates requires closer control of outgo than past records are likely to provide. Therefore, no considerable amount of space will be allotted to historical costs. Rather, the discussion will be concentrated upon means of planning the profit and controlling the operations of a company accordingly.

Where Do Profits Disappear?

An operating loss in a confectionery manufacturing

firm might be caused by spending too much for one or more of the following items:

1. Material—Raw or packaging
2. Direct Labor—Payments to workers directly engaged in cooking, casting, coating, forming or packing candy.
3. Manufacturing Expense or Overhead such as:
 - (a) Payments to employees who are supervising others, repairing machines, trucking material, storing material, cleaning or carrying on other indirect labor tasks which cannot be charged to specific products.
 - (b) Bills paid for fuel, gas, electricity, repair parts, lubricants, supplies and similar essentials.
 - (c) Taxes, depreciation, interest, rents, insurance and other fixed charges.
4. Sales expense—Salesman's salaries, commissions, brokerage, traveling expenses and advertising expenditures.
5. Administrative Overhead—executive salaries, general office salaries and expenses.

The manager of the confectionery business might learn which of the foregoing categories were excessive and contributing to the loss. He might do so, that is, if he had pre-determined at the beginning of the period how much he should spend for each. However, even when he knew wherein lay the excess, he would still be unable to recover past losses. A more positive approach would be to establish the amount of expected profit, and then to operate the business in a manner to reach the established goal.

A Profit Goal

A simple example may illustrate the technique of planned profit and standard cost. Let us assume that the manager of a candy company decides upon a profit of 4 cents per pound before income taxes. This will leave him a net profit of approximately 2 cents a pound after taxes. At the anticipated volume, this will yield what the owners deem a reasonable return on the investment in the enterprise.

Assume further that the selling price as determined by the interplay of supply and demand and the bargaining ability of distributors is 42 cents per pound. By deducting the 4 cent profit from the 42 cent price, the manager finds he has 38 cents left to spend. For adequate control, this amount must be broken down into finer divisions.

In conformity with his objective of usable controls, the manager and his accountant may have divided the 38 cents thus:

Raw and Packaging material	... \$0.20 per pound of product
Direct labor \$0.04 per pound of product
Manufacturing overhead \$0.06 per pound of product
Sales expense \$0.05 per pound of product
Administrative overhead \$0.03 per pound of product
Total	\$0.38 per pound of product

Without the foregoing goals, the manager could not know in which classification lay his excess expenditures. He would learn (too late) that his outgo had exceeded his income and that his net worth had shrunk.

However, if his material for an output of 1,000,000 pounds cost \$205,000 when at 20 cents per pound it should have required only \$200,000 he then would know that the excess material expenditure was \$5,000. If his direct labor expenditure were \$38,000 as compared to

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COCONUT NEWS & PREVIEWS

By Charles B. de Maya
Mgr. Franklin Baker Laboratories

and Max E. Ruehrmund
Mgr. Franklin Baker Industrial Service Laboratory

COCONUT SUPPLY

Cables from the Coconut Capital of the World, San Pablo, Republic of the Philippines, report that coconut supplies in the United States still stand behind those for 1950. However, there is enough dessicated coconut in this country to fulfill all normal supply requirements through the fall of this year. Figures for June, 1951, indicate 8,231,000 pounds, as against 15,314,472 pounds in June, 1950. The cumulative total for the first six months of 1951 is 43,277,165 pounds as against 69,391,475 pounds for 1950.

PRICE CUT IN GEM PHILIPPINE COCONUT

Once again, Franklin Baker's established policy of keeping prices in line with costs works in your favor. Effective July 3, 1951 there was a reduction of 1½¢ per pound on Gem Philippine Coconut. Thanks to this drop, Gem now costs you less than at any time since the end of World War II.

TINTED COCONUT

Franklin Baker offers you, free of charge, a new, simple method for coloring coconut for specialty uses. By this easy, inexpensive method, you can produce a wider range of colors for coconut than is commercially available at present. Tinted coconut lends itself particularly well to sanding marshmallows and chocolate coated creams—adds a festive touch to your candies. Write to Franklin Baker for full information.

COCONUT PINEAPPLE FUDGE

Here's a delightfully different tropical combination that makes a distinctive confection. It's a blend of crushed pineapple, Creamed Coconut, and Gem Thread Coconut. Formula available on request.

CAST COCONUT CARAMEL

Create an unusual taste thrill in bulk caramels by blending in a smooth, subtle coconut flavor, achieved with sweetened condensed milk and Creamed Coconut. It makes an inexpensive chocolate coated caramel that will delight your customers. Write for formula.

ARE YOU USING
FRESH, TASTY COCONUT
IN YOUR CANDIES?



See next page

THE CARGO THAT TRAVELS 'TWEEN DECKS

How It Helps You Turn Out Coconut Candies That Are Fresher And Better-Tasting

The fact that coconut blends so beautifully with other flavors like chocolate, caramel, and pineapple, is one of its greatest assets in candy making.

But this very same tendency to absorb other flavors and odors creates some unusually difficult shipping problems. Association with other "strong" cargo, for instance, can contaminate a whole load of coconut. Excessive heat will make coconut lose its flavor and become dry and brittle. Moisture may cause it to turn yellow or spoil altogether.

Is There A Way?

One coconut processing plant, the largest in the Philippines, has, over a period of many years, worked out a system for transporting coconut so that it reaches you *fresh and pure*, in spite of its long journey from the Philippines.

Each day's pack of freshly-processed coconut is rushed by night to Manila in 6-ply, air-tight, moistureproof bags. Early the next morning, the bags are unloaded and palletized into a special warehouse near the docks.



It's Cooler Inside

Although daytime temperatures in Manila average well over 100°, temperatures *inside* the warehouse are kept much lower. True temperature and humidity studies are maintained as a scientific check. Ventilating facilities are skillfully used to help keep the temperature down and to assure cool, dry storage conditions.



All Aboard

Before 48 hours have elapsed, shipping arrangements have been completed and the coconut is on its way. The bags are carried on a conveyor belt from the warehouse to enclosed lighters floating on the Pasig River. Each lighter is loaded with half a million pounds of processed coconut.

Tugs tow the lighters down the river, into Manila Harbor, and out to the steamer which will carry the coconut to America. Booms on the steamer decks hoist the bags out of the lighters and transfer them to the hold.

Preferred Cargo

One of the chief responsibilities of the Manila manager of this plant is to arrange the fastest possible shipping route for the coconut. Over a period of more than 25 years, he and his staff have developed excellent relations

with the steamship companies and stevedore associations.

Through these years, the shipping companies have come to recognize and respect the high standards of this plant. They know that nothing but preferred cargo space will be accepted. Coconut is stored 'tween decks, and away from any warm bulkheads. Also, shipment with any other cargo which could possibly contaminate the coconut either by infestation, odors, or off-flavors is scrupulously avoided.

Fresh To You

Today, more and more ships are being equipped with "Cargocaire," an air-circulating and de-humidifying system which keeps coconut fresh.

The ideal plant has been pioneering in the use of "Cargocaire" ships and endeavors to schedule as many coconut shipments as possible on vessels equipped with this system.



Years Of Experience

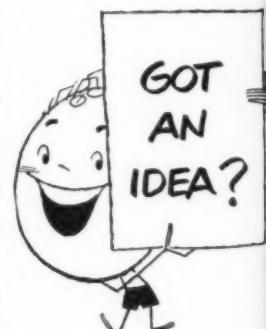
The plant which takes all these precautions to guard the flavor and quality of its coconut shipments is the Franklin Baker plant in San Pablo, Republic of the Philippines.

Through years of experience, Franklin Baker's employees are able not only to preserve the freshness of coconut while it is in their hands, but to command the co-operation of the shipping industry in obtaining fast, preferred transportation.

Thus, Baker's Coconut always reaches you fresh, flavorful, in perfect condition for use in your finest coconut pieces.

Got An Idea?

Candy manufacturers are full of ideas, but are often too busy to develop them. Why not let Franklin Baker's Industrial Service Laboratory help you work them out—in strictest confidence, of course. Or perhaps some of our formulas may suggest something that will fit into your production line. Our technical service representatives are at your service—*free!* Write to Franklin Baker, Hoboken, New Jersey, for information.



HEADQUARTERS FOR COCONUT, FRANKLIN BAKER DIVISION, GENERAL FOODS CORP., HOBOKEN, N. J.

A type of coconut for every confectionery need. Complete line includes the following famous brands:

Gem Philippine Coconut (10 varieties)

Golden Fresh Coconuts (4 varieties)

Golden Toasted Coconut (7 varieties)

Baker's Cracked Coconut (2 varieties)

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the standard of \$40,000 he would know that labor cost \$2,000 less than anticipated. Similar comparisons for the other classifications would complete the picture.

It should be evident that without such measuring sticks a knowledge of the actual cost per pound for each element will be of little use. For example, the material cost was 20.5 cents per pound of product, but what should it have been? Only the predetermined standard will answer that question.

Selecting the Product Line for Profit

If, in the example cited, the costs total more than 38 cents, the profit will be diminished—continuing the usually valid assumption that price can be raised only if the industry as a whole does so. If costs total 42 cents or more, no profit will be earned on the product. Unless costs can be reduced the manager would normally decide not to include the item in the line.

This method of predetermination of profit will assist the manager in deciding whether to sell at lower prices to large volume outlets or at higher prices to small volume customers. He may choose a short product line sold to a few large purchasers. He may, on the other hand, prefer a long product line which caters to such outlets as private label jobbers. The proper application of standard profit and standard cost calculation, will help him in selecting the products which will yield the maximum return for the investment in facilities, inventories and other assets. Moreover, he will be able to make his choice before expenditures are made for equipment, material, training of employees, advertising and special promotions.

Control Requires Constant Attention

The planning of profit will be of little use unless the business is operated from day to day so that actual costs will be kept to the standard values. A good road map won't keep the driver from getting lost if he ignores the sign posts.

We have observed earlier that figures at the end of the accounting period are too late for effective action. Comparisons of actual with standards for shorter periods will be more effective. This may require such close attention for example as checking the hourly output of a packing conveyor with the standard production which is the basis of predetermined labor and overhead costs. Keeping material consumption within bounds may require:

1. Daily review of yield: For example, the poundage of packed candy produced from one barrel of maraschino cherries.

2. Issuing exactly the required daily quantity of expensive ingredients such as nuts and fruit.

3. Sampling of weights by statistical methods.

4. Specialized checks suited to the individual business.

The amounts spent for material handling, repairs, advertising, salaries and all the other numerous "overhead" expenses have a way of getting out of hand. To protect profits, these expenditures must be compared frequently (daily or weekly) with the goals which the manager has set.

The control of costs and means of reducing them will be amplified in subsequent issues of the MANUFACTURING CONFECTIONER.

Conventions -- Meetings

August 4—Badger Candy Club Fall Candy Carnival, Ambassador Hotel, Milwaukee, Wisc.

August 13-16—National Food Distributors Association convention, Sherman Hotel, Chicago, Ill.

September 9-12—Boston Candy Show, Hotel Statler, Boston, Mass.

September 17-21—Premium Advertising Assn. of America, Hotel Astor, New York City.

September 23-26—Philadelphia Retail Confectioners' Association, semi-annual candy show, Benjamin Franklin Hotel, Philadelphia.

October 8-10—American Oil Chemists Society, Edgewater Beach Hotel, Chicago, Ill.

October 13-17—Packaging Machinery Manufacturers Institute, Mid Pines Club, Southern Pines, N. C.

October 20—Sweetest Day.

October 22-24—Thirteenth Annual Forum of Packaging Institute, Commodore Hotel, New York City.

November 12-15—National Automatic Merchandising Assn., Public Auditorium, Cleveland, Ohio.

Trade Opportunities

WALES—K. Gordon Harries & Company (import-export merchant, broker), 60, The Exchange, Cardiff Docks, Cardiff, seeks U.S. market for chocolate and sugar confectionery, boiled sweets, toffees, and novelties, approximately 20 tons weekly, grades according to the British Ministry of Food.

BRITISH EAST AFRICA—Ismail A. Haji (export merchant), P.O. Box 696, Mombasa, Kenya, seeks U.S. market and agent for 20 tons of Tanganyika gum arabic, quality and specifications given as F.A.Q., packed in double gunnybags, weighing about 90 kilos. Inspection available at Mombasa by the General Superintendence Co. at seller's expense.

BELGIUM—Chocolaterie Meurisse, Ltd. (manufacturer, importer, exporter), 21 Damplein, Antwerp, offers on an outright sale basis chocolate, confectionery, fruit, and flavored gum drops. Set of labels and catalog available on a loan basis from the Commerce Intelligence Division, U. S. Department of Commerce, Washington 25, D. C.

DENMARK—A/S Konfektionsfabriken ADLI (manufacturer), Hovedvagtsgade 2, Copenhagen K, offers on an outright sale basis solid chocolate, chocolates with various soft centers coated with dark or light chocolate, toffee, and marzipan figures, 2,000 pounds monthly.

SUCCESSFUL

STEPS IN

CHOCOLATE PROCESSING

By J. KOCH

VERY few manufacturers set out to make a chocolate which is as cheap and nasty as they think they can get away with, though their rivals in the trade may sometimes be tempted to think so; equally few turn out superlative quality at a reasonable price, though that is what most would describe as their policy. Where is the middle line, the point at which quality starts to cost more than it is worth, or at which sales start to drop because the customer begins to suspect he might do better with cardboard and brown paint? The line is of course never a sharp one and it varies from market to market, but it can still be drawn a lot clearer than is often realized.

Chocolate is primarily a mixture of cocoa and sugar ground together so intimately that neither the eye nor the tongue can distinguish the individual ingredients; the cocoa is improved from its raw state by cleaning, roasting and husking, after which its cell structure is broken down to release the fat and flavourings and the complete mix is then pounded, kneaded and ground together till it appears to be homogenous. Every chocolate technician will know that this is the bare bones of chocolate making, but that in practice a thousand and one minor elaborations are usual, some of them important and some of them illusory; as to which is which, however, there are fearsome differences of opinion. Sticking

to fundamentals, however, there is plenty of evidence as to what the ordinary citizen can see and taste for himself; the optician knows that if there are more than about 98 lines to the centimetre ruled on a piece of paper, most people will start to wonder whether they are really lines or just a smudge of colour, so that if the particle size of a mixture is of the order of 50 microns (0.002 inches), the eye no longer sees it as a mixture but as a homogenous mass. The tongue tends to be somewhat more discriminatory and careful tasting tests have shown that grit first ceases to be detectable as such when its size has been reduced to about 25 microns (0.001 inches), whilst larger particles betray themselves at once. It is generally reckoned that these are the limits beyond which it does not pay to grind finer; in practice however it is rare to meet a mass produced chocolate which will pass 100% through a No. 270 U.S. standard sieve (53 micron opening), though some manufacturers occasionally reckon to get down to somewhere near the 25 micron limit (only by means of paste refining at very low output on a roller refiner in perfect condition, however). The upper limit for any chocolate worthy of the name is about the No. 200 sieve (74 micron opening) and there is no point in going to special expense in any other direction if this standard of fineness is not being reached.

Assuming thorough mixing and a satisfactory standard of grinding, two main characteristics decide whether chocolate is what it claims to be, its texture and its flavour; others may also be involved, such as colour and gloss, but they are less fundamental and in case of need can usually be corrected without very great difficulty. Chocolate owes its texture to the fortunate accident that cocoa butter is on the point of melting at blood heat, but far too little is known about the rights and wrongs of blending and tempering fats to produce just the right melting conditions when chocolate is melted in the mouth. By and large, if the fat melts at too high a temperature,

This second in a series of articles by J. Koch, well-known British writer on Chocolate processing, was written especially for THE MANUFACTURING CONFECTIONER.

Other articles in this series will appear in succeeding issues.



or if the total proportion of fat in the formula is too low, the chocolate is too hard and eats like cardboard; if the fat content is too high, or the melting point is too low, then greasiness instead of creaminess is the result. It is generally accepted that a pure cocoa butter chocolate, reasonably free of moisture (1% or less), achieves its ideal consistency in bar or tablet form at 32-34% fat content. The thicker the piece, the higher the fat content required or the lower the melting point acceptable, as it is less easily melted in the mouth; chunks of broken couverture, for instance, are often quite pleasant to eat, whereas the same chocolate appears far too greasy if moulded into thin bars. It should however not be overlooked that the best of blends can have its texture upset by improper tempering or seeding, but that it is usually impracticable to make more than a comparatively slight correction to the texture of a poor blend by adjustment of the tempering procedure.

Further complications arise when soft fats are present, such as milk fat or nut oils, and milk products especially can cause additional difficulties if they are insufficiently dried. Both milk and cocoa solids tend to a high equilibrium moisture, and it is perhaps only human nature that chocolate makers are usually more fussy about using only freshly roasted nib than they are about freshly dried milk. Assuming adequate processing to remove the moisture, however, milk and other soft fats usually lower the apparent melting point of a chocolate; the blending of such fats is however a science in itself and anyone who is in the happy position of wanting to lower the melting point of his chocolate will probably already know something of the rules to be observed. Most manufacturers are still in the far less satisfactory position of having a chocolate too soft or too greasy, yet are unable to reduce the fat content because they cannot handle stiff masses satisfactorily or have not the means to process them to a lower viscosity. Cost is however more influenced by fat content than by almost any other factor; taking the case of a plant with an overall production of 200 lbs. of chocolate per man hour, the total direct labour cost could be saved at to-day's prices by a reduction in the average fat content of not much more than 0.5%, and at higher production rates even less saving of fat would effect a similar cost reduction. It will be seen that study of the methods of operating low fat content chocolates and of giving them an attractive texture is well worth while; in fact, texture control is frequently one of those quality improvements which goes hand in hand with cost saving and the technician who understands blending and processing for good texture at minimum fat content is second in importance only to the buyer as a cost saver.

Flavour is a natural property of the cocoa bean which still has not been very effectively counterfeited, but as there is no question of replacing cocoa butter by a substitute fat, which would have the effect of reducing the country's intake of raw cocoa very considerably, there is no point at present in doing much more than make sure that the best possible use is made of the available natural flavouring matters in the raw cocoa. It is usual to add traces of aromatic flavourings, both natural and synthetic, to supplement the cocoa flavour but they cannot be treated as substitutes for it, nor would it be economic to use inferior synthetic flavours whilst it was

still practicable to find adequate supplies in the cocoa itself. It is disputable to what extent the flavouring matters already present in the fermented raw bean can be further developed during the factory processing; they are certainly refined very considerably both in the roaster and the conche by the elimination of moisture and other volatiles, but the essentials of good chocolate making practice would appear to lie in not spoiling what is good in the cocoa bean during these processes rather than in spending too much effort on complicated techniques designed to generate extra flavouring matter. Spoilage occurs easily and is commonly due to excess heating under unsuitable conditions or to contamination from outside, such as by steam, lubricants or even metallic salts. In general, conditions which favour easy removal of the unwanted matters, such as continuous movement in the presence of clean air at moderate heats (provided it is not overdone to the extent of risking oxidation of the fat), are the most appropriate in every way. It is also worth emphasizing that an essential part of the cocoa flavour is soluble in fat, so that the same care should be given to the origin, storage and melting of cocoa butter as is given to the chocolate itself; I have certainly known an otherwise good chocolate be ruined by careless storage of molten cocoa butter.

The order in which the basic qualities of fineness, texture and flavour have been treated in this brief discussion is not without significance. Cocoa nib is cellular in structure, the individual cells mostly measuring 20 to 40 microns across; both the fat and the flavouring matters are stored within these cells and unless the walls are broken open and squeezed in much the same way as one squeezes an orange to get the juice out, neither flavour nor texture can be fully developed. The economic balance of the successful chocolate is achieved when the fineness is not only adequate to overcome superficial flaws of appearance or roughness to the tongue, but also sufficient to ensure the rupture of every possible fat and flavour containing cell. Superfine grinding is both uneconomic of effort and wasteful of cocoa butter, as it also reduces the fluidity of the suspension, so that emphasis on the kneading or squeezing of moderately refined chocolate tends to be more effective than expensive super refining; moreover, as it is not until the grinding has been completed that the flavouring matters are free to distribute themselves through the mix, it will probably always be necessary to carry on some flavour refining in the final stages of chocolate making as well as in the earlier ones.

Current practice therefore divides the processing into three main steps; the initial cleaning and flavour refining of the nib, unhindered by films of free fat, the blending and grinding with sugar and other ingredients, and the final kneading and flavour development of the whole. The economic product is only achieved when both formula and processing are suitably conceived and combined to give a chocolate adequately developed in all respects, for the acceptability of any chocolate is very largely governed by the worst of its characteristics rather than the best. Much waste of effort can be saved by a study of the balance of the whole; in fact, the policy for success is more usually moderation in all things, rather than perfection of some and neglect of others.



AN ORIGINAL LITHOGRAPH BY HENRY E. WINZENRIED

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TAILOR-MADE PAPERS FOR PROTECTIVE PACKAGING



Why Not Try...

CANDIES a la NATURAL

by WESLEY H. CHILDS

TECHNICAL EDITOR

THE MANUFACTURING CONFECTIONER

TASTY, specialty candies may be formulated without the use of added flavor through the choice of highly flavored ingredients. The confectionery industry was built on such candies, simple sweets concocted by true candymakers who put their heart and soul into their work.

Shakespeare, paraphrased might read, "Frailty, thy name is man and woman." We are illogical in our eating habits. We choose our food largely on personal likes or dislikes, yet our livestock benefits from a nutritionally balanced diet. We are quite prone to be "faddists."

"Don't eat breadz potatoes or sweets because they are fattening," our friends may tell us. Or, "Only naturally flavored foods should be eaten," they say, "Artificially flavored or fortified foods are harmful."

Though our friends intentions are of the best, modern concepts of nutrition show them to be in error. However, sizeable groups of people seem to indulge in peculiar theories relating to their food consumption. Someone purveys food to meet with their approval. Whims must be catered to in a legitimate manner avoiding any misrepresentation. A variety of candies may be made

without extra flavors relying entirely upon the ingredients and possibly accentuated by the procedure used.

The cooking of candies made from carefully selected flavorsome ingredients must be conducted with care. Because no outside flavor is added, mistakes can not be covered or hidden. Trouble may be encountered in attaining uniform quality. Usually, careful supervision over small sized batches will produce satisfactory results.

Brown sugar, honey, malt syrup, maple sugar or syrup, molasses and sorghum syrup, as basic sweeteners, contribute plus factors which granulated sugar and corn syrup lack. Honey, for example, may be obtained in exotic flavors, dependent upon its origin. Nuts and fruits offer tempting flavors to the most discriminating palate. And as for fats, where can we find a more delicious one than in fresh dairy butter?

Cocoa and chocolate in their various forms offer flavor possibilities almost unlimited. Too many of us have become accustomed to allowing vanilla to mask the true chocolate taste. Chocolate merits retention as a flavor and even though it does blend with many flavors, especially vanilla or vanillin, common sense rules against its pollution.

Licorice has been subjected to even greater abuse than

chocolate. True licorice differs from anise. Here again, corruption has destroyed a very likeable flavor.

Coconut has suffered less than licorice or chocolate by subterfuge, although cereal nearly rang the death knell of coconut bonbons some years ago. Short cuts in methods of processing or reductions in cost are admirable aims for the food manufacturer but are heinous crimes when the character of the product is altered. True the flavor suppliers have developed their lines to a high art but we doubt that they believe the confectionery industry is wise in wantonly substituting prepared flavors for the natural flavor acquired from irreplaceable ingredients. Flavor should be used to augment candy which has been prepared in such manner as to fully develop and blend the natural character present in the ingredients.

Candies made from maple sugar or maple syrup have enjoyed a measure of popularity in some areas. Maple-cane sugar syrups occupy shelf space in almost all grocery stores. The darker colored products of the maple sugar industry have not been widely utilized by confectioners. Other branches of the food industry and tobacco companies have recognized their utility and incorporated these flavoring ingredients into good selling merchandise.

Among candies which have decreased in popularity within recent years, butterscotch may be mentioned. It seems to be the consensus among candy men that even a good butter flavor is not adequate as a substitute for butter. Sugar plus corn syrup plus butter or butterscotch flavor will not produce a good butterscotch candy.

Cream, condensed milk, powdered milk, and vegetable fats are cited as ingredients with sugar, molasses, corn syrup and invert sugar, in many recipes. Usual practice seems to be the addition of vanilla or lemon flavor. Some candymakers state a minimum of 12 pounds of fat is necessary to a 100 pound batch. Others believe five pounds of butter per batch is adequate if cooked into the batch. A slight caramel flavor is likely desirable but too much occurs when large amounts of condensed milk are used. Vanilla and lemon flavors detract from butterscotch.

Recently, we had the pleasure of looking through a collection of old cookbooks. Many of these presented recipes for butterscotch listing as ingredients, granulated sugar, brown sugar, molasses, butter, vinegar, salt and soda. No flavor was added. One recipe called for 2 cups brown sugar, 4 tablespoonsfuls of molasses, $\frac{1}{2}$ cup of butter, and 2 tablespoons of vinegar. Obviously, this recipe is not balanced for conversion to commercial practice. However, is it impossible to balance and try, with or without a little soda if necessary, to control the inversion?

Twenty years ago the frozen food industry was in its infancy. Look what a lusty growth has been attained! Within recent months, concentrated frozen citrus juices have been able to compete successfully against fresh fruit for the purchaser's dollar. Very recently, advertisements have appealed to the home-maker to make an orange jelly from the concentrated juice, dry pectin powder, sugar, and water. Concentrated citrus and other frozen juices may be used in candies in place of the familiar citrus oils. A slightly different taste will be observed. The alert candy manufacturer wishing to "cash in" on a trend in the buying habits of the American housewife can do so. Some adjustments may be necessary

Wesley H. Childs, Technical Editor of THE MANUFACTURING CONFECTIONER.



in the formula because of the acidity of the juices. Quick moving pectin jellies flavored with concentrated frozen grape juice should offer a novelty sales appeal to consumers, and especially, to those prejudiced against oil-flavored candies.

One cannot help but notice the many "Health-type" food stores in our cities. Though we know that "Candy is delicious food," perhaps, we have failed in not returning, somewhat, to candies a la Natural, so nostalgic in our memories.

Here are recipes for two other natural flavored confections:

Honey Taffy Kisses

- 10 lbs. granulated sugar
- 6 lbs. honey
- 1 lb. butter

Use sufficient water to dissolve the sugar and honey. Cook to 275° F. Remove from fire, add butter, and stir gently to mix. Pour onto oiled slab. When cooled, pull on hook. Form into rope of desired diameter. Cut into pieces and wrap in waxed paper.

Pecan Coconut Brittle

- 20 lbs. granulated sugar
- 2½ lbs. vinegar (4% acidity)
- 2 lbs. butter
- 5 lbs. broken pecan meats
- 2 lbs. fresh shredded coconut

Use sufficient water to dissolve the sugar. Add vinegar and butter and cook to 300° F., using a slow fire towards the end of the cook. Meanwhile, mix the fresh shredded coconut with broken pecan meats and place in oiled shallow pans.

Pour the cooked batch onto the pecan-coconut layer and spread evenly. Let set to cool. When cold, remove candy and break into irregularly shaped pieces.

Modernizing Your Warehouse

**A detailed outline for increasing efficiency
and cutting expense in manufacturing warehouse
handling packaged confectionery products.**

PLANNING a complete warehouse modernization job is an engineering project. It may be divided into four basic steps, namely:

- 1) The calculation of floor space required for the efficient carrying on of each functional activity.
- 2) The determination as to where in the warehouse each activity will be carried on.
- 3) The selection of operating plans, procedures and methods to be used in carrying on each functional activity.
- 4) The determination as to what equipment and layout is best adapted for use in connection with the new methods and procedures.

Unfortunately, these basic steps cannot be executed independently and in simple sequence. There are corollary factors that bear upon each step. For example, there is the question of simultaneous vs. serial picking. The selection of one or the other has an influence on the layout. There is the question of picker-checker vs. packer-checker, or no checker, which would influence the space and layout in the Packing Department. The problems of policy and procedure must be worked out concurrently with the development of the layout, the selection of equipment, and the determination of methods and procedures.

How Much Floor Space is Required

Because, over a period of time, there may have been many shifts and changes in departmental activities, the first step in a program of modernization is to recalculate carefully the floor space that will be required for each of the functional activities. In preparing this calculation, due consideration must be given to probable expansion in the near future, and to space that must be kept in

reserve to handle possible situations such as, the receipt of large shipments, peak selling periods, transportation strikes, manufacturers promotions, etc.

In calculating the new floor space requirements, due allowance must be made for activities that may be condensed into smaller quarters by the more effective use of cubage; or by a more efficient layout or procedure. Similarly, consideration must be given to activities which presently are cramped due to insufficient floor space. (It is found that in certain departments, such as for example —shipping and receiving—if floor space requirements are below an acceptable minimum, material must be frequently moved and rehandled in the process of searching and sorting.)

Getting the right balance as to the amount of space to be devoted to traffic aisles is also important. Sometimes too much floor space is devoted to aisles because there are too many of them or they are poorly placed, while at the same time the aisles may be so narrow as to be bothersome and inadequate. Where small items are arranged in narrow bins, there is a great proportion of aisle space to total bin space, but in most cases this also permits a better use of the available cubage and reduces the effort required in picking, as well as enforcing good warehouse practice.

If additional conveyors are to be used, sometimes considerable extra floor space must be provided for them.

When the various studies of floor space requirements have been completed, chart the data on some simple, logical form for reference use later in the program. (One such form is shown in the accompanying illustration.)

Where Should Each Activity Be Located

Having calculated the amount of floor space to be allocated to each activity, the next step is to decide where

CHART OF FLOOR SPACE REQUIREMENTS

FUNCTIONAL ACTIVITY	PRESENT SPACE ALLOCATION (SQ. FT.)								ADVISABLE SPACE ALLOCATION (SQ. FT.)	
	Basement	First	Second	Third	Fourth	Fifth	Sixth	Totals each Functional Activity	Minimum Needed	Maximum Needed
General Offices Order Prep. Billing & Pricing Files Other Sales Display Conference Other Buying Private Offices										
Receiving Bulk Stores Case Goods Open Stock Checking Packing Parcel Post Sorting Shipments Shipping Other										
Service Facilities Rest Rooms & Toilets Cafeteria Heating, etc. Bldg. Maintenance Telephone Other										
TOTALS EACH FLOOR										
Useful Data (Ea. Floor) Ceiling Heights Allowable Fl. Load Total Floor Area Aisle Area Stair & Elev. Wells Area								Present Grand Total Area	Minimum Grand Total Needed	Maximum Grand Total Needed

in the building each activity will be placed. This is not often a simple problem. Some mooted questions of policy and procedure will influence the layout as has been stated before.

If possible, departments should be placed in areas large enough to contain all activities without overflow. This is a convenience for the supervisor and makes close supervision possible. However, if the building is a multi-story structure, some compromise may have to be made in layout, for it is unusual if the square footage requirements of the department will be an exact multiple of the square feet available on a floor. A single floor layout, if it possess' ample access to the street, and is well proportioned, allows more latitude in the layout and greater flexibility in operation, for space can be expanded and consolidated with a minimum of rearrangement.

The floor loading capacity of each section of the floor must be considered. Heavy carrying capacity is valuable for the bulk and full-case storage area. Often inadequate floors may be reinforced at an expense that is warranted by other advantages to the location.

The number, location and capacity of elevators serving an area is an important consideration, since elevator alterations and installations are expensive.

An area with high headroom is most valuable for full-case storage, especially if the floor capacity will permit the use of mechanical stacking.

In handling small items in great variety, a well proportioned floor should be reserved for open-shelf stock. This department employs a large percentage of the warehouse labor in such establishments and should be situ-

ated in space that can be laid out scientifically and efficiently.

An important consideration in selecting the location of various work areas is the minimization of handling costs. While, in general, this would seem to be accomplished by keeping the travel distance between departments as short as possible, in this age of conveyors, pallets and lift trucks, this is not necessarily so. Each activity must be considered separately as to the type of load, the manner of origin and the disposition.

Procedures & Methods

Details are important—After determining how much space each department shall have and where in the building it shall be located, the next problem is to develop the work methods that will be used and the procedures that will be followed.

In the selection of methods and procedures that will be used in carrying on each functional activity, the paramount thought should be simplification, elimination of unnecessary work, and the reduction of physical effort. The present high cost of labor places a premium on greater output. Now, more than ever before, facilities must be provided for the worker and the clerk to enable them to achieve greater output with less effort. Unnecessary work and unproductive work must be avoided. Things must be so planned and arranged that the worker does not have to wait for his work, waste time deciphering illegible orders, make difficult decisions, or do excess walking, searching, or lifting. This can be done by searching out and correcting conditions which violate good

principles and by installing mechanical aids, such as conveyors, lift trucks, hoists, platforms, pallets, etc.; and also by arranging work stations so that each employee can accomplish his task with less lifting, reaching, pulling and over-all effort. Each time a worker is required to pick up something and move it to another place, it costs money, not only because it takes his time, but also because it uses up some of his available energy. Working in cramped disorderly quarters causes rehandling and confusion, which detracts from the worker's efficiency and output.

To do a good modernization job in an existing building requires close attention to small details. Here are some examples of details that should be considered, and which at the same time illustrate the principles now under consideration.

Reduce Walking—The effective utilization of cubage will reduce walking in addition to conserving warehouse space. In certain kinds of stockrooms adjustable shelving is an aid to the effective utilization of cubage. However, the placing of the shelves and their utilization must be frequently checked and policed. A high bottom shelf permits full use of the space underneath. Shallow shelving (18") allows easy picking and helps to prevent the accumulation of old stock. The aisles between rows of shelving should be wide enough to work in, and well illuminated: 32" to 36" is usually acceptable; 30" in difficult cases.

Promote Orderliness—Orderliness in the stockroom can be aided and enforced by good layout, indoctrination of employees, and good supervision. The supervisor's desk should be so placed that he can see what is going on.

Wide aisles along the perimeter of the department, to be used for the replacement of stock, help to establish an orderly flow from the outer edges toward the center.

Trash baskets, at convenient points, provide a place for the accumulated small trash. Cartons for re-use should be neatly stored on racks.

Reduce Searching—The first requisite is, of course, orderly stock arrangement. Markers, used to suggest the contents of each row, add to the clarity of the arrangement.

When fast movers are taken out of sequence and placed near a conveyor, or picking line, they should be arranged in a separate sequence.

The assignment of pickers to permanent stations, as is now done in many large establishments, gives them an opportunity to become familiar with their stock and its location and thereby reduces lost time. The rotation of pickers broadens their education and therefore their value.

Reduce Errors—The first requirement is an accurate order. In addition it should be easily legible and systematically arranged.

One of the good arguments for a punched card method of order writing is that the order is typed with the items arranged in the same sequence as in the warehouse. This is a time saving feature.

Adequate illumination is a must, and will help to reduce errors.

Where checking is desirable, the stationing of checkers on the picking line seems to be a progressive trend. Checkers do not have to handle as many items. Further-

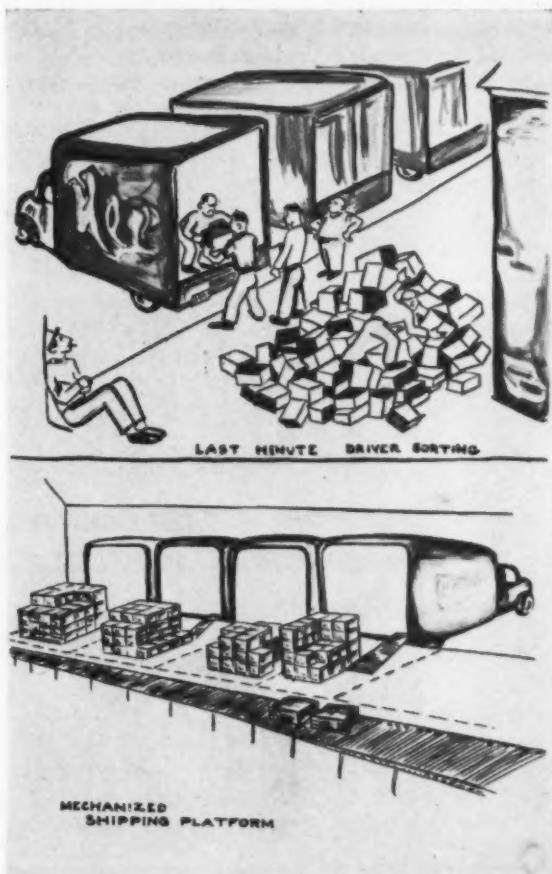
more, moving the checking closer to the source of possible error or shortage is logical, since it saves time and gives the picker a more direct opportunity to learn of his errors promptly thereby avoiding repetition. This practice is also a space saver.

Eliminate Idle Time—The automotive industry has had much experience with production lines and one of the things that they have learned is that a line must be balanced to operate it at the optimum labor cost. In other words, the jobs assigned to each worker on the line should be such that they will require about the same amount of each worker's time. This is much simpler on an automotive production line than in a multiple-item warehouse, but the principle is the same.

Picker assignments should be such as to leave a minimum of waiting time for any one picker. In addition, roving pickers can be used to help break bottlenecks.

In the processing of the average order there are usually places where its movement forward comes to a halt. The delay may come about in the Order Department if papers are processed under the batch system, or it may come at innumerable places in the warehouse. Bottlenecking at some operation is a frequent cause. This can be eliminated by good supervision and time study.

The time lost due to surges in the flow of orders to



The two methods of truck loading are illustrated above. Costly driver-sorting from an accumulated pile of packages eats up time, lowers employee morale. The roller platform at the bottom allows packages to be carried along to the proper truck, piled off neatly, loaded speedily.

the picking department can sometimes be reduced by changes in the office procedure. The elimination of "bunching-up" is important. The use of small paper-work conveyors, or pneumatic tubes from the office to the picking floor can be of help and should be considered when modernizing.

On the picking floor the pneumatic tube station is the logical start of the line.

The use of an express conveyor on the picking floor tends to reduce surges from picking to packing and therefore helps to eliminate idle time, as well as expediting the flow of orders.

Expedite Order Handling—The time in process of an order can often be minimized by assembling its components simultaneously in the various departments. However, this places a great burden and responsibility on the assembled function, with the result that in many cases the time saved by simultaneous picking is lost in the assembling of the order. Also, the labor cost and space requirements are higher. Modern thinking leans toward simple procedures and foolproof procedures. In that simultaneous picking introduces the need for good coordination and assembly, it is more complex than serial picking and therefore should be used only when conditions definitely are such that a time and labor saving will result.

Where conveyors are used for assembling an order, they should be as short as practicable. While they must be long enough to permit the layout of sufficient orders to establish the output desired, there is obviously no advantage in using valuable time to give the product a

ride. The use of power driven express lines direct to the packers, for orders completed early in the cycle, is a helpful idea.

Even after the order is packed and ready for shipment, steps can be taken to expedite delivery. In many establishments, there is a tendency to allow insufficient space for preparing, sorting and handling orders awaiting shipment. These operations can be mechanized at an appreciable saving in labor cost and loading time.

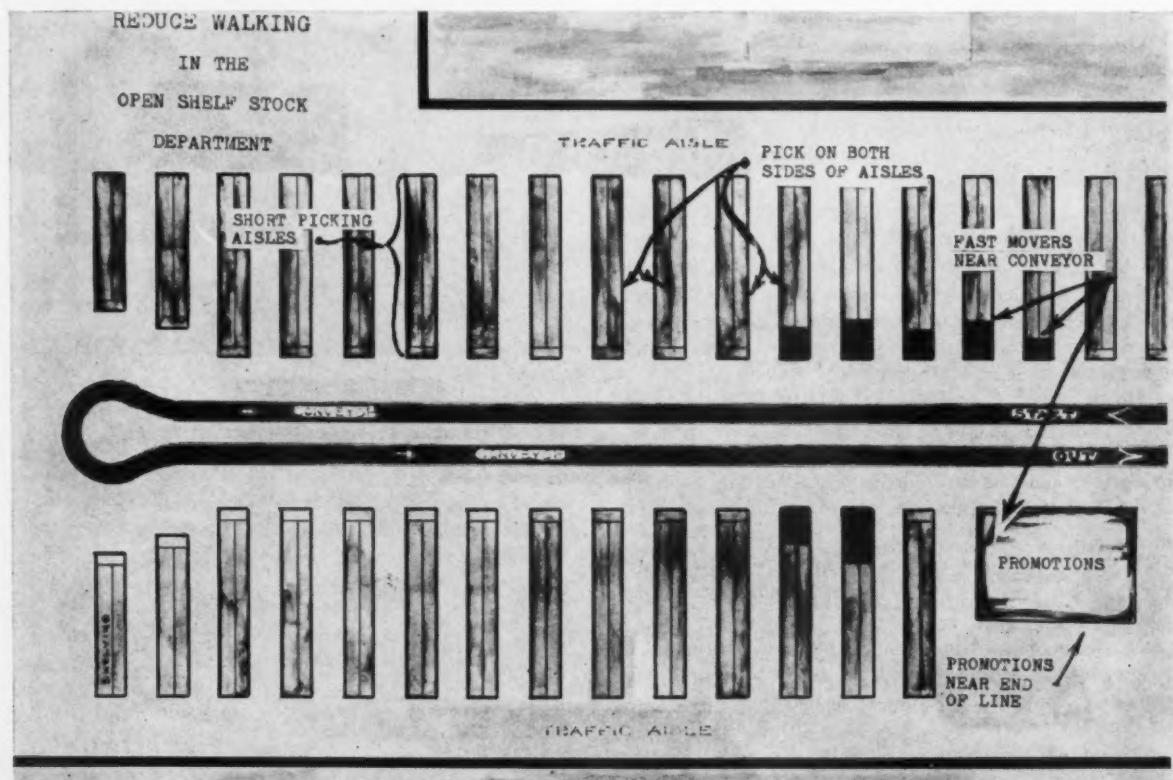
Layout

There are usually several choices as to the equipment that will be employed and its arrangement. The selection in each instance may be influenced by general policy, physical limitations of the building and local conditions.

Wherever possible the departmental layout should be such as to permit full view of as much of the operation as possible. This is of great aid to the supervisor. And in these days of high labor costs, anything that will aid supervision will save money. Unnecessary partition walls, compartments, separate rooms, etc., restrict the open layout, which is part of the "new look". They are best removed. The supervisor's desk should be so placed that he can see what is going on from where he sits.

There are other modern aids to worker efficiency. One is to provide good illumination in the work areas. This relieves eyestrain, and therefore worker fatigue, promotes good housekeeping and improves morale. Lighting installations are not inexpensive, but excellent illumination will pay off.

If a repaint job is required, the use of carefully se-



Modernized open shelf stock department is shown above. Conveyor belts move through the middle in easy reach of stock clerks. The fastest moving items have been stocked nearest the belt to lessen the distance and time necessary to fill orders. Shelves are

built to open on each side of the stock aisles. Through traffic is routed outside the working ends of the shelves in order not to impede work in the areas near the conveyor.

lected colors, in the light, modern shades, will add to the improvement of working conditions and morale.

Equipment

Selection of Equipment—Well-selected equipment in the warehouse can reduce labor costs, increase space utilization and speed the order flow. Much of the equipment that comes under consideration was available in less advanced designs 10 and even 20 years ago. The great progress has been in the techniques for using the equipment and adapting it to the industrial and economic problems of today.

Where packages from receiving are placed directly on skids or pallets, usually these are moved to stores by means of hand or power trucks. This can be done most advantageously in a favorable building.

A conveyor or chute arrangement is frequently used where the packages are to be stored on some floor other than the receiving level and where movement of loaded pallets to that floor may be difficult.

In any event, the goods from receiving go to storage—either full-case stores, reserve stocks, or in some cases the open-shelf stock.

In full case stores, packages are most economically kept on the same pallets (or skids) that they were placed on when taken from the truck or conveyor. To do otherwise would involve an extra, unnecessary handling. However, in order to make this possible, power trucks must be available to maneuver the loaded pallets into position and to tier them when necessary. Where there is a great variety of sizes, or where loads are not self stacking, platforms or racks are useful in arranging for convenient double and triple decking or skid loads.

In some existing multi-story structures the allowable floor loadings will not permit the use of this type of equipment or high loadings. This is a handicap which must then be accepted as inherent unless the departmental location can be shifted to a more suitable floor.

From the full-case stores, packages are usually moved one at a time for delivery, either to the open-shelf stock or the shipping room. This involves a manual operation and the velocity of flow is often so moderate that hand trucks are adequate for handling. However, a short line conveyor is frequently feasible and may save many steps. Where the physical volume of materials flowing through full-case stores is substantial, handling should be done either via conveyor or skid and power truck to destination.

In the packing department the equipment used to deliver the orders to the packers depends somewhat on the type of handling equipment used in the open-shelf stockroom. Conveyors can be adapted to this operation very satisfactorily and, if used, they should be conveniently placed and of correct height.

The packer's bench should be designed so that he does not have to stoop or work in an uncomfortable position, and it should be large enough to work on.

Benches should be standardized, with accessory equipment in a uniform position, placed within easy reach of the packer. The correct positioning of the excelsior containers (if used) is a detail that deserves attention.

A conveyor arrangement, whereby packages can be

automatically carried away from the packing bench, is a labor-saver.

Conveyors can be used to advantage for the lines along which packages are sorted according to carrier. The loads may be laid out on the floor, on skids or pallets, or on shelving, after having been sorted on the selective lines of the conveyor.

If skids or pallets are used, a power truck is needed to bring the load to the truck or railroad car, and the packages usually are removed one at a time for stowing. As an alternative arrangement, conveyors can be used for bringing packages to, and into, the truck or car.

Putting the Modernization Program into Effect

Since there are usually several different ways of accomplishing the same objective, it is wise to consider all of the good alternate plans before deciding on the program in its entirety. It will usually be found that the selection of one plan in one department will determine the pattern of other departments. Having decided on the plan, the cost of the move can be calculated and the potential savings estimated.

The undertaking of a complete modernization program, of the type we have discussed, places a great responsibility on the management. During the progress of the changes many situations will arise that require the attention and effort of the management over and above the ordinary responsibilities of running a business. The prime requisite is an open-minded attitude toward the alteration of existing methods and procedures. Once the plan is adopted it must be sold completely to the employees because, in order for it to be successful, they, too, must have a determination to make it work. Management must keep in touch with the day-to-day progress of the program, and must be willing to lend strong assistance whenever the occasion requires.

This article has attempted to outline the type of thinking that constitutes an engineering approach to the modernization of a packaged goods warehouse. Emphasis has been placed on the conception that, while complete modernization may be dependent upon a new, custom designed building, nevertheless there exist tremendous opportunities for streamlining operations in old, existing structures of the multi-story type. Floors may be joined together by the skillful use of conveyors and other handling devices to nullify some of the disadvantages inherent in the building. A production "line" is not necessarily a straight line or confined to one floor. Other labor-saving and time-saving equipment and techniques can be introduced—with the result, in many cases, that a modernization job can be done in an existing building at a cost that will be returned in savings over a short span of time. Furthermore, much of this equipment and technique is of such type that it may be transferred at some later date to a new building. Many business executives have been thinking in terms of new buildings, and of deferring all modernization until such time as construction costs may recede to a point where they think a building program will be economically justified. In the meanwhile they are losing an opportunity to make substantial savings and improvements in service by streamlining their existing buildings.

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candy making for the beginner: Lesson IX (Cont'd)

by ALFRED E. LEIGHTON

Consulting Food Chemist & Candy Technologist
Riverdale, N. Y.

PECTIN JELLIES AND THEIR MANUFACTURE CONTINUED

Some points to remember and observe when making pectin jellies:

1. Weigh formula requirements of acid powders, buffer salts, and pectin powders carefully—use scales that are sensitive to fractions of an ounce for this work. Errors of deficiency or excess can ruin results. Don't get careless or lapse into a "that's-good-enough attitude, or you will find yourself wondering some time why your jelly does not set or is weak (too much buffer), or why you can't cast it because it flops about like liver when it should pour (too little buffer, or too much acid).

2. If the batch of jelly foams when boiling—the addition of one ounce of vegetable fat to a 200 lb. boiling, will help to quell the foaming tendency.

3. The addition of about 2% of neutral-tasting vegetable oil to a boiling batch of jelly to be slab cast, makes cutting easier and decreases sticking—although it may slightly cloud the jelly.

4. Try to cook the batches fast—in 15 to 30 minutes. Add corn syrup hot to avoid chilling the batch and prolonging the period of cooking. When cooking has been standardized to a 15 minute procedure, then acid and buffers can be added at about the same time or shortly after the addition of the hot corn syrup.

5. Cook to the correct temperature called for in the formula to ensure the batch finishing with the right moisture content. Jellies cast in starch are moulded in that agent—it is not intended to be a drying medium.

6. Don't disturb a setting jelly until it has set thoroughly, or the pectin network will breakdown, and your jelly too!

7. White jellies can be made by mixing about 4% egg frappe into the batch before casting or depositing. This type of jelly, however, calls for the use of flavors that are protected against rancidity because the contained air has a tendency to cause flavor reversion.

8. Cloudy jellies can be made by mixing $\frac{1}{2}$ to 1 lb. of starch, made into a thin cream, and adding it to the boiling batch, just prior to end of the cooking period.

9. Layer jellies—each layer a different color and/or flavor, are made by pouring one color on top of another on the slab. When the first layer is cool and set, but not



The MANUFACTURING CONFEC-TIONER publishes a series of 12 monthly articles on candy making for the beginner. The publisher of the magazine feels these articles will fill a gap existing in the confectionery world caused by the prevalence of departmentalization in manufacturing operations. This has discouraged the all

around candy maker to the point where as a craftsman—he is a fast vanishing entity. The series is designed exclusively for the beginner to better his understanding of the function of ingredients and the "why's" of candy making. The course has been prepared by Alfred Leighton, consulting food chemist and candy technologist. He is a well-known figure in the confectionery field.

too cold, the second layer is poured. The same procedure is adopted for all subsequent layers. If the layers are too cold they will not stick to each other, but tend to slide off.

10. When jellies containing nuts are wanted, they can be cast on top of a layer of nuts or nut pieces spread out over the surface of the cooling slab.

11. Remember, the pectin jelly triangle:—sugar, pectin and acid concentration, all in correct proportions, properly processed, makes strong jellies which withstand handling best.

12. Pectin jellies must be cool and dry before being packed. In storage they should not be piled high in cases—the resultant case pressure, or weight, may crush them.

Practical Exercises in Pectin Jelly Making

Obtain a small sample of Citrus Pectin, Slow-set #451, by writing to California Fruit Growers Exchange, Products Dept., Ontario, California, and asking for it—it will be forthcoming. Purchase $\frac{1}{4}$ to $\frac{1}{2}$ ounce Sodium Acetate Powder and about 1 ounce Citric Acid Powder USP from your druggist. Assemble all equipment as in earlier exercise including the smallest pan (aluminum or copper) in your kitchen ($\frac{1}{2}$ to 1 pint capacity). Check the accuracy of your thermometer by noting the temperature registered in briskly boiling water, contained in a clean vessel. This figure will be your base in arriving at finishing temperatures. Grease your cookie sheet and bars, and arrange bars in rectangle about 12" by 12". Place on one side until needed—have colors and flavors handy near stove and 1 to 2 teaspoons of vegetable oil ready.

DIRECTIONS: 1. Weight out 7 ounces of granulated sugar in tared paper bag. 2. Weigh out 7 ounces Corn

Syrup (Karo Red-label) into tared container. 3. Measure off 3 level teaspoonsfuls of Pectin Powder onto sheet of waxed paper about 12" square.

4. Measure off 1 level teaspoonful of Citric Acid Powder onto small square of waxed paper and dissolve acid in 3 teaspoonsfuls of water. 5. Measure off scant $\frac{1}{4}$ teaspoonsful Acetate of Soda Powder onto a small square of waxed paper. 6. Take about two level tablespoonsfuls of granulated sugar from the weighed 7 ounces in the paper bag, and add it to the Pectin powder on the 12" paper square. Mix the two thoroughly with a spoon, and finish up by seizing opposite corners of the square and alternately pulling one down over the other, thereby rolling the sugar mixture over and over, to get a thorough mixture. 7. Measure 3 fluid ounces of water into your smallest pan as mentioned, bring this water to a boil, and when boiling, gradually add the sugar-pectin mixture while stirring continuously. Continue to boil briskly for about one minute, until the thickened mixture clears and seems to uniform—be careful not to boil off too much water in this process. 8. Empty the Corn Syrup into the top of the double boiler and heat up for a few minutes. Add the sugar-pectin mixture to the corn syrup, scrape pan if necessary to complete emptying, mix and continue heating; add the Acetate of Soda powder dissolved in about a teaspoonful of water; and then add about $\frac{1}{2}$ the quantity of citric acid solution previously prepared and a few drops of the chosen color. 9. Mix with long-handled metal spoon—keep sides and bottom of pan clear by scraping any part of the mixture that has a tendency to settle and stick. 10. Add the balance of the sugar from the bag in a steady stream, and $1\frac{1}{2}$ teaspoonsfuls Mazola, Wesson or Planters oil, mixing all the while. Raise heat and boil briskly to 228 degrees F.—that is 16 degrees above the temperature of boiling water as registered on your thermometer using the base figure obtained in the checking previously performed. 11. Remove from heat, add flavor ($\frac{1}{2}$ teaspoonful more or less) and the balance of the citric acid solution. 12. Stir the mixture to blend flavor and acid, and immediately pour onto the greased cookie sheet between the bars already arranged. 13. Level out by spreading and leave to cool and set (about 6 hours) or overnight. 14. When set, remove the bars by slipping the point of a sharp knife between the jelly and bars and separating the two all around. 15. Cut jelly into one inch squares with a wire cheese cutter or thin-bladed sharp knife. Press down to cut. Wipe blade or wire with greased paper towel between cuts—if necessary due to sticking. 16. Prepare a pan with several ounces of granulated sugar and place cut pieces of jelly in the granulated sugar contained in the pan, while imparting a rotary or swirling action to the pan in order to spread the sugar over every surface of the cut jelly pieces. When the sugar crystals have adhered to each surface of the jelly pieces, they may be removed and placed on a plate or sheet of waxed paper to dry in the coolest room available. When dry, the cubes of sanded jelly may be placed in crinkled paper cups (Supplier's item) and are ready for eating.

Repeat exercises using different colors and flavors. Another interesting exercise is to arrange the bars on the cookie sheet to form a rectangle 12 by 4". Pour a

jelly into this, and immediately proceed to make a contrasting colored and different flavored jelly on top of the first, when the first has set but is still a little tacky. The two jellies should adhere and present a pleasing appearance, if the colors are contrasted enough and the flavors distinctive but blending.

Lesson X

STARCH JELLIES AND THEIR MANUFACTURE

The manufacture of starch jellies, which comes under the heading of gum work, is an important and an established specialty in the candy world. Though they are not nearly so delicate as pectin jellies never-the-less they enjoy a considerable amount of consumer favor and acceptance. They too, like pectin jellies, can be made colorful, in attractive shapes and finish, and be flavored with citrus, berry, or spice flavors, according to the whims and desires of the consuming public.

Basically, starch gums are made of sugar, corn syrup, starch and water. Cream of Tartar and food grade acids are sometimes part of the formulation of these items. Sometimes sugar is omitted from the formula. In such cases corn syrup and dextrose will be the sole sweeteners. Cream of Tartar is employed in starch jelly making for two purposes depending upon the formulation. In the presence of sugar there will be some sugar inversion and some control of graining. In addition to its effect in grain control, it has the effect of modifying viscosity (resistance to flow) when used in regulated quantities. It helps in maintaining the clarity of the batch. Food acids serve a purpose similar to Cream of Tartar and an aid in accentuating the effect of the citrus and berry group of flavors.

The Ingredients and Their Functions

Sugar. When used, is as always, the sweetener of choice. It provides tenderness, is a good texturiser, and assists in moisture retention.

Corn Syrup. Sometimes the main sweetener, is a bodying agent and doctor. When used in excess will cause toughness. However used up to 60% of the sweeteners it provides a jelly of acceptable tenderness.

Starch. The indispensable ingredient in this class of confections. It functions in a manner similar to pectin in pectin jellies. Scientific research has uncovered ways of modifying the properties of starches for confectionery uses, and as a result, the candy maker's task is made easier and less subject to complications. Corn starch is the principal type of starch used in jelly work, although wheat starches of suitable characteristics, are entering the field. It is claimed that they have superior water retention properties. The loss of moisture by the progressive drying out of starch jellies when on the shelf is the candy makers nightmare because it causes dry unsalable merchandise, and leads to returned goods.

Confectionery, or boiling starches, are sold in grades designated by so-called "fluidity numbers". The fluidity number serves to indicate to the user, the boiling behaviour characteristics of the starch, such as thick or thin, or some point in between. The high fluidity number is expected to be a thin boiling starch, and the low number a heavier or thicker boiling starch. A starch of

60 fluidity is expected to boil thinner and faster than one bearing a 40 fluidity number. The choice or the factor which determines the selection of a fluidity number by the candy maker, depends upon the type of finished product desired. Usually when jellies are to be finished by sanding or immersion in crystallising syrup, a starch of 60 fluidity will be used, whereas for jellies that are intended to be short textured, a starch of 40 fluidity will be selected. These are not hard and fast, or inflexible rules, for the jelly maker can mix starches of different fluidity numbers to get the properties he desires; that is, the behaviour and other characteristics that work best in his own equipment and produce the type of confection he wants.

Gel Strength. The gel strength of starch is defined as that property which enables the material to withstand the degradation or breakdown action caused by prolonged boiling. Thus a starch with a high gel strength can be boiled for longer processing periods, resulting in a greater amount of moisture evaporation, than one with a low gel strength. The advantage of this lies in the fact that boiling time and temperature can be so regulated, when necessary, that a given batch can be finished closely to the moisture content desired in the finished piece. This close boiling reduces the time necessary for the cast goods to remain in the moulding starch to reach their final moisture content. Production or output is thereby increased. The gel strength of starch is receiving well merited attention by the alert candy maker, in his choice and selection of boiling starches.

Gelatinisation. Is a descriptive term applied to the change which takes place when starch is immersed in hot water (around 185 degrees, more or less) when the particles

or granules swell, thicken, become semi-transparent or translucent, and assume a jelly-like character. If it were not for this property of gelatinisation, starch would be useless for this part of jelly making. Starches of different plant origin or from different manufacturers may vary as to the temperature of onset of gelatinisation. The characteristic of gelatinisation is important in processing, and manufacturing techniques must be aimed at securing completeness of this property. The starch must at all times be thoroughly wetted if it is to behave properly and perform satisfactorily. To ensure this it is customary to mix every pound of starch in the formula make-up with one gallon of water to make what can be described as a slurry. The water used to do this is a recognized part of the formula, for the slurry is returned to the batch at the proper stage in the cooking process.

Dextrose. Is a sweetener—less sweet than sugar. It tends to assist in thinning the cooking batch and decreasing cooking time, aiding casting of the finished batch in starch moulds. Dextrose is also a tenderiser. In some formulas it may be used to take the place of up to half of the sugar content. Dextrose as an ingredient is found in many starch jelly formulas.

Invert Sugar. As in other confectionery formulas, is a sweetener, tenderiser, and moisture retaining agent when used in regulated amounts.

Cream of Tartar. Doctor—its functions have been described in the early part of this lesson.

Food Acids. Citric, tartaric, and lactic are used as doctors and to bring out the effect of citrus and berry flavors. As doctors, they are more drastic in their effects than cream of tartar; hence smaller amounts are used

SOME TYPICAL STARCH JELLY FORMULAS

TYPE	ORANGE SLICES SANDED	CRYSTALLIZED SPICE STRINGS	UNSANDED JELLIES	JELLY BEAN CENTRES	JELLY DROPS
SUGAR	100 lbs.	104 lbs.	100 lbs.	44 lbs.	95 lbs.
CORN SYRUP	100 lbs.	96 lbs.	100 lbs.	125 lbs.	105 lbs.
DEXTROSE	—	—	—	31 lbs.	Invert sugar 10½ lbs.
STARCH: (Fluidity) in water)	23⅓ lbs. (60 fluidity) in 10 gals. water.	24⅔ lbs. 60 fluidity in 9 gals. water.	24½ lbs. 40 fluidity in 25½ gals. water.	22½ lbs. 60 fluidity in 7½ gals. water.	25 lbs. fast-boiling 60 fluidity in 10½ gals. water
WATER	13⅓ gals.	14⅔ gals.	—	15 gals.	14½ gals.
CREAM OF TARTAR	4⅓ ounces	—	6⅓ ounces	—	5½ ounces
TARTARIC ACID	1⅓ ounces	1⅓ ounces	—	1⅓ ounces	1⅓ ounces
FLAVOR	5 ounces orange oil	Sufficient for type	as desired	Sufficient	Sufficient
COOKED TO	226 degrees (light string)	230 degrees (heavy string)	230 degrees (heavy string)	228 degrees (medium string)	add 2 lbs. Coconut 96 degree oil during boiling.
REMARKS	TENDER, short texture, can be coated.	Tender, a little stretchy.	Turkish paste-like texture, need not be sanded, can be crystallized in 35½ degree syrup.		Make in assorted colors and flavors.

in a given formula. In excess, they will cause starch degradation.

Vegetable Fats. In small amounts such as $\frac{1}{4}\%$ reduce foaming tendencies when boiling—in larger amounts, up to 4% of the batch, impart a slickness to the finished candy.

Methods of Manufacture

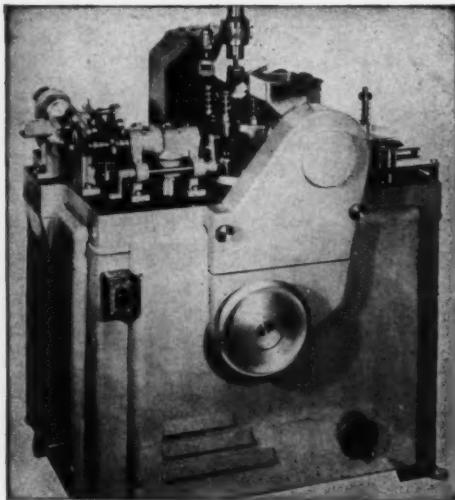
An examination of the formulas reveal that sugar and corn syrup are approximately equal in their importance, formula-wise. Starch figures to the extent of around $12\frac{1}{2}\%$ based on the combined weight of sweeteners in the formula. Starch fluidities are 60 for most jellies, but when something more rugged that will withstand handling to a greater extent is required, then the fluidity will be of the 40 variety. Water content of the formula adheres to the 1 gallon per pound of starch, this may be divided between the starch slurry and the sweeteners, or as in the case of the unsanded jellies, the starch is suspended in all the water and the corn syrup and sugar added (the latter in granulated form) to the starch slurry, which is mixed in the kettle first. Cream of Tartar figures in the formulas to the extent of from 2 to 3 ounces per 100 lbs. of sweeteners, the lower amount is used when acid is also added. The cream of tartar is present during cooking, but the acid, with its more drastic action, is added when the boiling is finished. All boiling should be done in steam jacketed kettles provided with efficient agitators and scrapers. They keep the material from sticking to the sides of the kettle, forming a skin there and cutting off or retarding the transfer of heat from the jacket to the con-

tents, thereby increasing the cooking time. All cooking is aimed to be rapid, so nothing in the equipment or procedures should be allowed to interfere with this aim.

Details of cooking and handling starch jellies when finished, vary a little from place to place, and depend to some extent on the type of jelly that is being cooked. With few exceptions, starch slurry is added slowly to the boiling sweeteners in the kettle, the aim being to keep the mass boiling without loss of temperature. Occasionally this practice may be changed when the whole of the starch slurry is added in one lot. This procedure lowers the temperature in the kettle, stops the boil for a time, and is used when working for a jelly of short texture. Generally, the jelly maker judges the finish of his boiling by such terms as cooked to a light, medium, or heavy string. He refers to the manner in which the cooking mass falls from a palette knife or paddle which has been dipped in the boil, and held over the kettle edge. Although the experienced jelly maker claims infallibility for this test and his application thereof (and undoubtedly his judgement is good)—the writer has yet to see its complete reproducibility by others. A far better and more scientific method of determining the end point of cooking is to use the Refractometer and arrive at a positive value for solids. After the boiling, and the addition of flavor and color, the cooked mass is deposited in starch—cool starch if the action of acid inversion is to be slowed up, or warm starch if there is much water present or left in the cooked mass. The starch trays containing the deposited jelly then go into the drying room maintained at temperatures from 140 to 150 degrees F. for the excess water to be absorbed and eliminated. The dry room should have a proper exhaust or ventilating system whereby the moisture laden air is withdrawn and replaced by dry air, in cycles. There the trays with their jellies are left for periods varying from 2 to 4 days depending upon the moisture content of the jelly left after cooking, and also on the temperature of the drying room. When the drying is completed, the jellies are taken out of the moulding starch, cleaned free of starch as much as possible, and immediately sanded in sugar if that is to be the finish. After sanding the jellies are permitted to dry in the air before packing or crystallising.

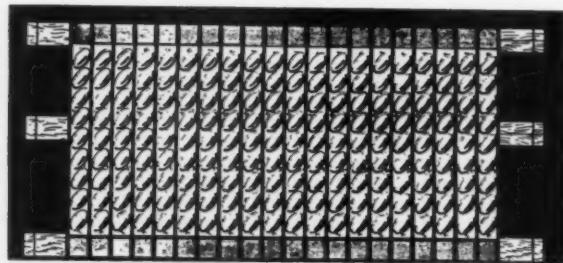
To be continued: Next installment will conclude with some notes on starch jellies, provide a practical exercise for making them, and take up the subject of jap or agar jellies.

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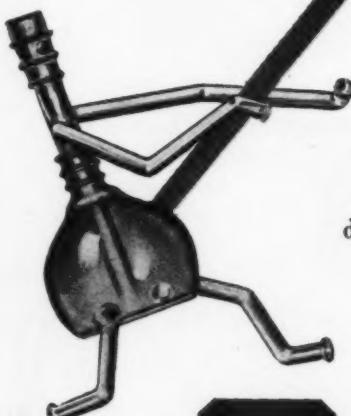


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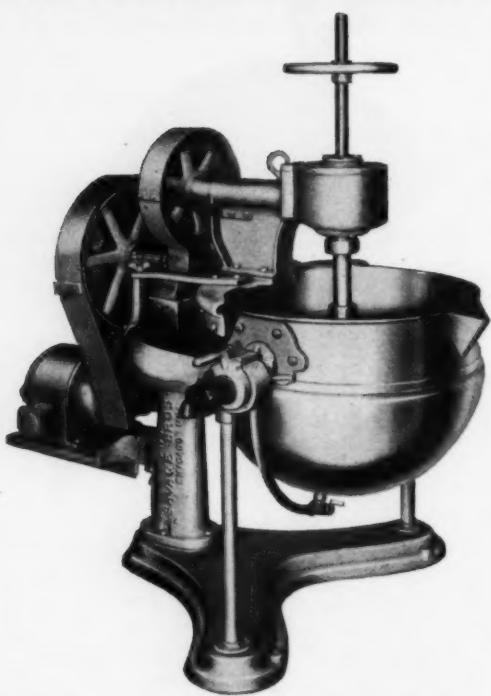


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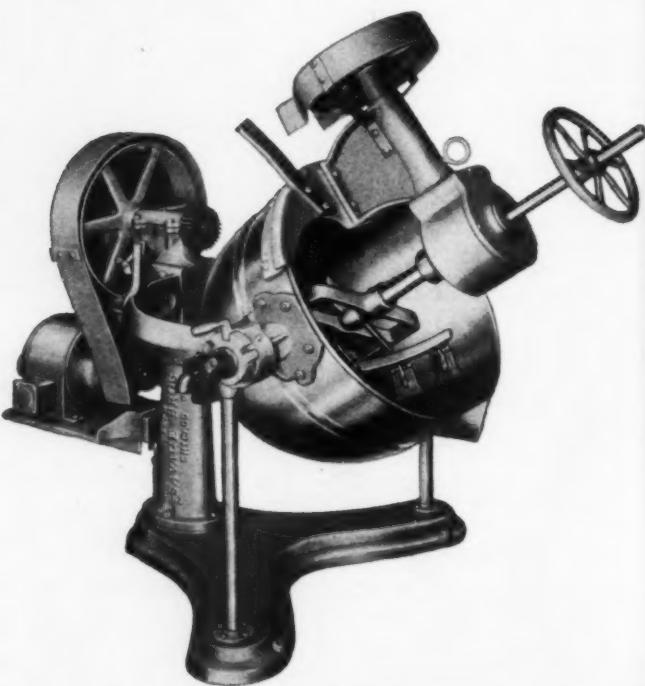
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The MANUFACTURING CONFECTIONER'S

Candy Clinic

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availling themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of The MANUFACTURING CONFECTIONER.

Summer Candies and Packages

Code 8B51

Assorted Hard Candy Pops
10 pieces—6½ ozs. for 2½c

(Purchased in a chain grocery store,
Boston, Mass.)

Appearance of package: Good.

Size: Good.

Container: Square white board tray printed in red. Cellulose wrapper printed in red and white. Attractive package for this type of confection.

Pops: Ball shaped, filled. Assorted colored wax paper wrappers printed in colors.

Colors: Good.

Flavors: Good.

Centers: Good.

Remarks: A well made pop and should be a good seller at this price. One of the best packages of pops we have examined this year at this price. The centers were different and good eating.

Code 8E51

Minted Sweets
1 lb. for \$1.00

(Purchased in a department store,
Chicago, Ill.)

Appearance of package: Good.

Box: One layer type. Top white paper printed in overall design of leaves in rose, light green and silver. Round white paper seal printed in dark brown.

Appearance of box on opening: Good.
Box: Contained the following:

Mint turkish paste: Good.

Mint opera gum drops: Good.

Mint braided sticks: Cellulose wrapper: Good.

Mint molasses chews: Good.

Assorted crystallized bon bons: Good
Iced mint paste: Good.

Cream almonds: Good.

Jelly wafers: Good.

Iced hard candy sticks: Cream filled,
wrapped in foil: Good.

Remarks: One of the best summer candy assortments we have examined this year. Suggest a cellulose wrapper as top of box was soiled.

Code 8C51

Caramallows
11 ozs. for 49c

(Purchased in a department store,
Chicago, Ill.)

Appearance of package: Good.

Size: Good.

Box: One layer type, cellulose window.
Printed in red, black and white.

Code 8D51

Sugar Mints
4 ozs. for 25c

(Purchased in department store,
Chicago, Ill.)

Appearance of package: Good.

Size: Good.

Container: Plain cellulose bag, white paper clip on top printed in green.

Candy Clinic Schedule For The Year

The monthly schedule of the CANDY CLINIC is listed below.
When submitting items, send duplicate samples six weeks previous to the month scheduled.

JANUARY—Holiday Packages; Hard Candies

FEBRUARY—Chewy Candies; Caramels; Brittles

MARCH—One-Pound Boxes Assorted Chocolates up to \$1.00.

APRIL—\$1.00 and up Chocolates; Solid Chocolate Bars

MAY—Easter Candies and Packages; Moulded Goods

JUNE—Marshmallows; Fudge

JULY—Gums; Jellies; Undipped Bars

AUGUST—Summer Candies and Packages

SEPTEMBER—All Bar Goods; 5c Numbers

OCTOBER—Salted Nuts; 10c-15c-25c Packages

NOVEMBER—Cordial Cherries; Panned Goods; 1c Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages, New Packages

Mints: Mints are of the grained sugar mint type.

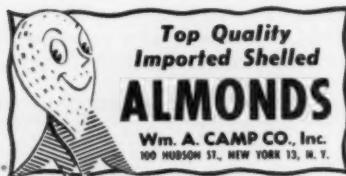
Color: Good.

Stripes: Good.

Texture: Good.

Flavor: Good.

Remarks: The best mints of this kind we have examined this year.



CODE DATING CANDY BARS

Automatic—Any Speed
5 to 10 Built-in Digits
Permits quality control and
proper stock identification

KIWI CODERS CORP.
3804-06 N. Clark St., Chicago 13, Ill.

Code 8F51

Molasses Chews
12 ozs. for 39c

(Purchased in a department store,
Chicago, Ill.)

Appearance of package: Good.

Container: Cellulose bag printed in red,
blue and yellow. Imprint of girls in
colors.

Chews: Chews are wrapped in yellow
wax paper printed in black.

Color: Good.

Texture: Good.

Taste: Fair. See remarks.

Remarks: A good looking package.
Suggest more molasses be used or
some Blackstrap to improve the
flavor.

Code 8K51

Toasted Marshmallows
10 ozs. for 21c

(Purchased in a chain grocery store,
Falmouth, Mass.)

Appearance of package: Good.

Size: Good.

Container: Cellulose bag printed in red
and blue.

Marshmallows:

Toasted cocoanut: Good.

Marshmallow: Good.

Taste: Good.

Remarks: The best toasted marshmal-
lows we have examined this year.

Code 8G51

Lemon Drops
1 lb. for 29c

(Purchased in a chain department store,
Chicago, Ill.)

Sold in bulk:

Drops:

Colors: Good.

Sugaring: Good.

Texture: Good.

Flavor: Good.

Remarks: The best lemon drops we
have examined this year at this price.

Code 8L51

Assorted Hard Candy Pops
15 small pops—2½ ozs. for 19c

(Purchased in a chain grocery store,
Falmouth, Mass.)

Appearance of package: Good.

Size: Good.

Box: Folding type, two long cellulose
windows. White board printed in red,
blue and yellow. Imprint of children
and animals in colors. Attractive box
for this type of confection.

Pops: Each pop is wrapped in colored
cellulose.

Colors: Good.

Texture: Good.

Flavors: Good.

SPEAS

APPLE PRODUCTS

the Standard of Quality
for sixty years

NUTRL-JEL

for preserves, jams,
jellies, marmalades

CONFECTO-JEL

for jellied candies

CONCENTRATED APPLE JUICE

Powdered *Apple* Pectin

for CONFECTIONERS

Plants in Apple Regions From the Atlantic to the Pacific

SPEAS COMPANY, General Offices, Kansas City 1, Missouri

Remarks: A neat and attractive pop package. One of the best we have examined this year.

Code 8M51
Salt Water Taffy
1 lb. for 39c

(Purchased in a cigar store,
Chicago, Ill.)

Appearance of package: Good.

Box: Two layer type, full telescope. White paper top printed in blue, red and gold. Imprint of beach and hotels in colors. Cellulose wrapper.

Appearance of box on opening: Fair. Box is too large for this type of candy.

Salt water taffy: Pieces are wrapped in wax paper.

Colors: Good.

Texture: Good.

Flavor: Fair.

Remarks: Well made salt water taffy but flavors are not up to standard. Cheaply priced at 39c the pound.

Code 7L51
Apple Candy
½ lb.—59c

(Purchased in a restaurant in Penn.)

Appearance of package: Good.

Box: One layer type, extension edge top and bottom. White glazed paper top printed in red, blue and green. Imprint of apples in red. Cellulose wrapper.

Appearance of box on opening: Good.

Candy:

Color: Good.

Texture: Good.

Flavor: See remarks.

Remarks: We think the walnuts ruin the apple flavor. A good eating confection but lacked a good apple flavor.

The following items were sent to CANDY CLINIC for analysis and comment and therefore do not come under this month's heading.

Code 8A51X
Assorted Chocolates & Home
Made Candies
1 ½ lbs. for \$2.60

Sent in for analysis #4727

Appearance of package: Good.

Box: One layer type, oblong shape, extension top and bottom. Embossed gold metallic paper printed in gold and white. Outside paper wrapper, overall design of candy maker and kettle. Tied with a brown ribbon.

Appearance of box on opening: Good.

Chocolate coatings: Dark and milk.

Colors: Good.

Gloss: Good.

Strings: Good.

Taste: Good.

Dark coated centers:

Vanilla pecan fudge: Good.

Nut nougat: Good.

Cordial cherries: Good.

Twin Filberts: Good.

Ice cream drop: Good.

Caramallow: Good.

Mint paste & cream: Good.

Marshmallow: Good.

Cashew cluster: Good.

Vanilla cream: Good.

Light coated centers:

Nut crunch sticks: Good.

Chocolate paste: Good.

Vanilla caramel: Good.

Almond cluster: Good.

Molasses cream: Good.

Nut nougat: Good.

Brazil nuts: Good.

Rum cream: Good.

Home made candies:

Nut caramel ½ dipped: Good.

Ice square: Good.

Cocoanut & Jelly: Good.

Chocolate caramel nut chew: Good.

Vanilla & chocolate caramel & nuts:

Good.

Iced chocolate nut paste: Good.

Gum & marshmallow ½ dipped:

Good.

Chocolate caramel & nougat layers:

Good.

Milk chocolate paste & nuts: Good.

Marshmallow nuts & chocolate:

Good.

Vanilla caramel & cream: Good.

Nut crunch: Good.

Marshmallow dipped & rolled in co-

cconut: Good.

Vanilla fudge & nuts: Good.

Pecan chew: Good.

Chocolate marshmallow caramel: Good.

Iced raspberry cream: Good.

Pecans & kernel paste: Good.

Chocolate paste rolled in nonperials: Good.

Iced chocolate & mint cream: Good.

Assortment: Good.

Remarks: The best chocolates and home made candies we have examined this year. Quality is outstanding as is the workmanship. A very attractive box.

Code 8H51X
Hard Candy Sticks
8 ozs.—No price stated

Sent in for analysis #4728

This assortment consisted entirely of peppermint sticks.

Appearance of package: Good.

Container: Cellulose bag, printed in red and blue. Tied on top with colored cord and plastic novelty.

Peppermint sticks:

Color: Good.

Stripes: Good.

Texture: Good.

Flavor: Good.

Remarks: A well made peppermint stick. Suggest a retail price of 30c.

Code 8J51X
Assorted Hard Candy Sticks

Appearance of package: Good.

Container: Cellulose bag printed in red and blue. Tied on top with colored cord and plastic novelty.

Sticks:

Colors: Good.

Texture: Good.

Stripes: Good.

Flavors: Not up to standard.

Remarks: Suggest a better grade of flavors be used.

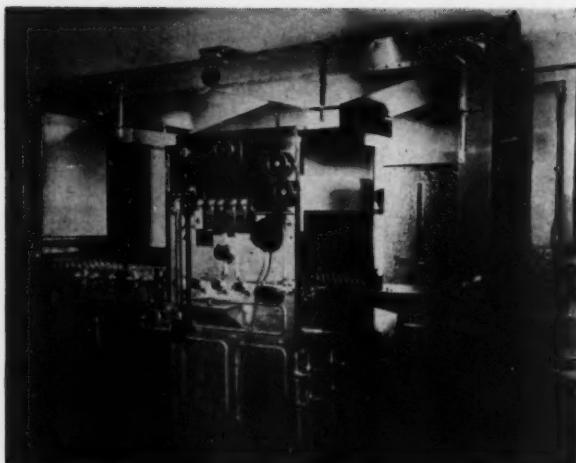


HIGH-SCORE
BUTTER-SCOTCH FLAVOR

More Luscious Than Vanilla!

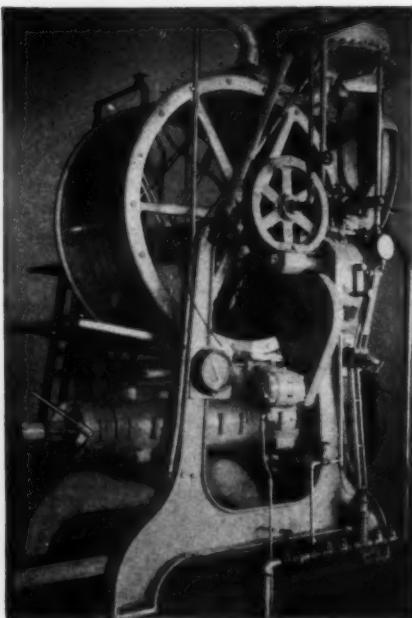
Always Wins High Honors
for Fine Taste!

PRODUCERS AND PACKERS OF FOOD SPECIALTIES
THE Ferbo Co.
GREEN VILLAGE
N.J.
MANUFACTURERS OF FINE FLAVORINGS



HONTZ PEANUT CLUSTER MACHINE

- Completely Automatic.
- 600 to 1400 pounds per hour.
- Easily disengaged for regular run goods.
- Handles any free-flowing center.



HOHBERGER CONTINUOUS CREAM MACHINE

Continuously cooks, cools, or creams up to 2000 pounds per hour with only one operator.

Handles straight sugar or any amount of corn syrup.
Easily arranged for electronic controls.

Representative:

John Sheffman, Inc.

152 W. 42nd St.

New York 18, N. Y.

Confectioners' Briefs

- Charles D. Elliott, formerly factory superintendent of the Warfield Chocolate Co., has been made a vice president of the Cook Chocolate Co., Chicago.

Cook Chocolate Co. plans to greatly increase their line of chocolate coatings, bonbon summer coatings and cocoa powders.

- Thomas A. Anderson has been appointed to the position of General Sales Manager of F & F Laboratories, Inc., Chicago, according to an announcement by Fred Schonlau, Vice President of the firm.

Anderson joined the Sales Department at F & F Laboratories in 1950 as Sales Manager of the Western Division. His previous candy experience was with Paul F. Beich Company, with whom he served as Chicago Sales Manager for six years. Prior to that he was associated with the Wander Company for eight years as Sales Supervisor.



The late Julius A. Heide, formerly vice president, Henry Heide, Inc.

- Julius A. Heide, 70, Senior Vice-President, and Director of Henry Heide, Incorporated, died at his home in New York City on June 25th after a lengthy illness.

Born in New York City, Mr. Heide attended Canisius College and upon completion of his studies travelled in Europe where he studied candy and chocolate production methods with leading concerns in Germany, Switzerland and England.

In 1903 he entered the company founded by his father, Henry Heide, in 1869. During his 48 years of association with Henry Heide, Incorporated, he

worked in various department in both the plant and office, becoming Senior Vice-President as well as a Director.

- **Thos. D. Richardson Company**, Philadelphia, Pa., has lopped more than three weeks off delivery time to dealers in nine western states by warehousing its entire candy line in three West Coast cities.

Shipments direct from the Philadelphia factory formerly required as much as 30 days. The industry's largest manufacturer of mints is now making deliveries throughout California, Washington, Oregon, Nevada, Idaho, Montana, Wyoming, Utah and Arizona from warehouses in Los Angeles and Oakland, California, and in Tacoma, Washington.

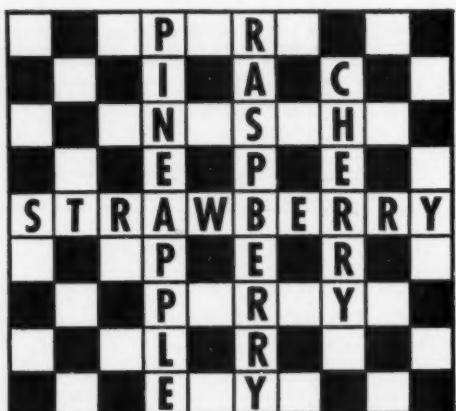
- **Thomas F. Corrigan**, sales manager of Nestle's Chocolate Company, Inc., has announced the appointment of Mr. Ivan D. Huggins as Divisional Sales Manager of the Pacific Coast sales operation. The territorial responsibilities of Mr. Huggins include the states of California, Washington, Oregon, New Mexico and Arizona.

Mr. Huggins joined Nestle's Chocolate Company in 1940, and has, until his promotion, been Territory Manager of the San Francisco area since 1947.

- **Sifer's Candy Co.**, Iola, Kans., is building a new factory on the site of their former building, which was destroyed by fire. It is expected that the new building will be completed by September.

- **Bowman Gum, Inc.**, earned \$41,046 during the five months ended May 31, it has been reported.

...Puzzled??...



Imitation

TRUTASTE FLAVORS ARE THE SOLUTION

Write for Information

NEUMANN-BUSLEE & WOLFE

Inc.

226 W. Huron St. Chicago 10, Ill.

for August, 1951



The pre-eminent candy makers of the nation have tested "BURCO" Products and found that they are outstanding.

You, too, will find them reliable, economical producers of repeat business.

Outstanding formula using KREME-TEX

We recommend that you try KREME-TEX, the finest cream and milk solids product for making FUDGE. We suggest the following formula: Place in kettle 8 lbs. of Sugar and 4 lbs. Corn Syrup. Cook to 240 degrees. Add 8 lbs. KREME-TEX. Cook to 242 degrees. Set off fire and let cool about 10 or 15 minutes. Add 4 lbs. of short Fondant, a little Salt and Flavor, and 1 lb. of Hard Fat cut fine. Beat stiff. Pour on slab. Use fork to roughen top after batch has set a little. This fudge will not dry out.

NU-KREME Grade A of all Nougat Creams.

CONFECTIONERS' PECTIN for cut slab jellies.

NU-MILK Whole Milk in Plastic form for Caramels and Fudges.

FRESH COCOANUT PASTE Ready to use for Chocolate or Bon Bon Centers.

PECTOLENE a Pectinized Invert Sugar Product.

CENTER-ROLL KREME for Soft-flowing Creams.

KREME-TEX for Creamy Fudge and Caramels.

DIPPING PIECES Molasses Honey-comb Chips, Peanut Butter Chips, Toasted Coconut Chips, Chocolate Center Chips, Almond Butter Sticks, Mint Pillows and Peanut Butter Pillows.

BURCO NOUGAT CREME The All Purpose Nougat Cream.

TOPPINGS Marshmallow, Butterscotch, Caramel and Chocolate Fudge.

Formula Book "RECIPES FOR BETTER CANDIES" sent with initial order

BURKE PRODUCTS CO. INC.

317 W. HUBBARD ST. CHICAGO 10, ILLINOIS

SELL MORE CANDY EASTER EGGS



with Genuine

SELF-LOCKING
EGG CUSHION CARTONS

Lift your Easter Candy Eggs out of the bulk class. Command better prices...sell in greater volume...increase your profit per dozen...by packing them in *genuine Egg Cartons!*

This novel packaging idea offers outstanding display possibilities . . . stimulates point-of-sale action. Its sure-fire appeal is solving Easter merchandising

problems for alert candy manufacturers.

As leading manufacturers of genuine Egg Cartons, our large facilities give you high quality cartons at low cost, enabling you to pack Candy Eggs at substantial profit to yourself.

Samples and prices gladly sent on request. Stock or special designs available. Selling season is near. Write now to—

SELF-LOCKING CARTON CO.

Division of

SHELLMAR PRODUCTS CORPORATION
585 E. Illinois St., Telephone SUperior 7-3886, Chicago 11, Ill.

★ *Pacemaker in Egg Packaging* ★

This is equal to six cents a share on sales of \$1,160,935. The company reports it is initiating a conservation program of research to diversify its activities in the confection field.

- Manufacturers sales of confectionery and chocolate products are estimated at \$68 million for the month of April, according to the census bureau.

Sales of reporting firms, although 14 per cent below March, were still seven per cent above April, 1950. For the year to date, estimated sales were up 11 per cent from the first four months of last year.

Poundage sales as reported by a group of 117 establishments in April were about the same as in April of last year, whereas dollar sales of this group were up 11 per cent.

- Barton's Bonbonniere officers were presented a plaque by their 1000 employees on the company's tenth anniversary "in tribute to the leadership of Barton's in fostering good industrial relations."

Gold service pins set in rubies and sapphires were presented to employees who have been with the confectionery more than five years.

- Leonard Garland, formerly sales manager of a subsidiary company, has been appointed supervisor of district VIII in North Jersey, it was announced by the Loft Candy Co.

Garland has been associated with the Loft candy organization for the past several years.



The ONLY MODERN FONDANT MACHINE
on the Market, Producing the Best Quality
Fondant with Less Labor in Less Space at
Lowest Cost, Free Information.

CONFECTION MACHINE SALES CO.
37 W. Van Buren, Chicago

Name _____
Street _____
City _____ State _____

There's no substitute for "Wilbur"!

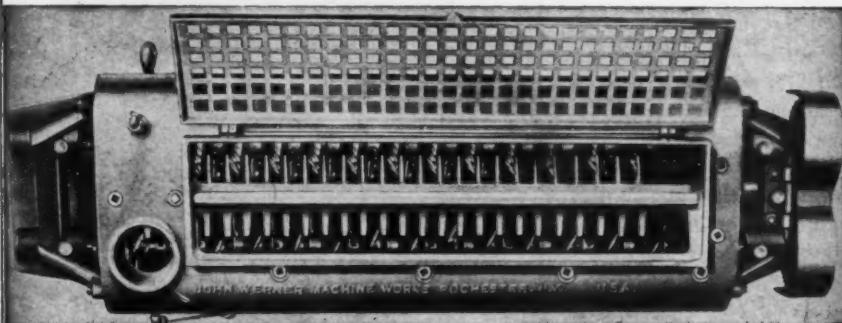


insist on
WILBUR
CHOCOLATE
COATINGS

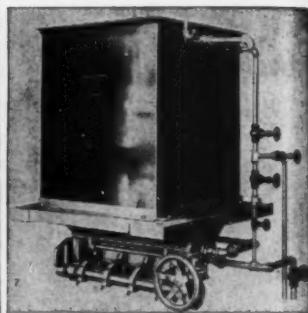
Give your candies that "Buy another" taste

WILBUR SUCHARD CHOCOLATE COMPANY, INC. • LITITZ, PA.

THE WORLDS LOWEST COST PRODUCER OF FONDANT



2 Cylinder Snow Flake Fondant Beater



Peerless Fondant Cooler

The Greatest name in Fondant Equipment

- Perfect Beating and Cooling, plus super-aeration.
- Frictional heat removal by ventilation and water jacket.
- The Werner "Uniflow Coil" gives uniform cooling, which results in uniform Beating.
- The lowest cost per pound of quality Fondant.
- It's Lifetime equipment.

"There is No Substitute for Experience".

JOHN WERNER & SONS, INC.

713-729 Lake Ave.

Rochester 13, N. Y.

Chocolate Coatings

by
Ambrosia
FOOD OF THE GODS

AMBROSIA CHOCOLATE COMPANY • MILWAUKEE 3, WISCONSIN

Notes For Sales Managers

The Tetu Tobacco Co., Inc., of Manchester, N. H. has moved its offices to 46 West Central St., that city.

The Chauser Candy Co., New Haven, Conn., has moved to 483 State St., following a fire in January which ruined their stock and warehouse. Their new quarters are much larger and air conditioned.

Gallarneau Bros., Amarillo, Texas, have been awarded the candy vending machine contract for the Amarillo Air Force Base. The base is a mechanic's school that is now being rebuilt to accommodate about 20,000 men.

Video Independent Theatres, Inc., Oklahoma City, Okla., recently acquired the properties of Griffith Theatres.

J. C. Noyes Candy Co., Covington, Ky., recently installed a new air conditioning system in their warehouse. The company also reports the promotion of Bob Millson to the sales territory and the purchase of two new trucks.

Jack Friedman has joined the Chicago Office of the Associated Merchandising Corporation as Market Representative of Confectionery, Stationery, Notions, Toilet Goods, Books and all Fashion Accessories, it has been announced by Mr. Herbert O.

If you Manufacture
Marshmallow

Use--

Penford Corn Syrup

1. Retards drying
2. Prevents graining
3. Delays onset of surface crustation

Douglas Confectioners
Moulding Starch

1. Snow white color
2. Absorbs moisture rapidly
3. Readily reconditions

Made By

Penick & Ford Ltd.
Inc.

420 Lexington Ave. Factory
New York 17, N.Y. Cedar Rapids, Iowa

Bergdahl, Executive Vice President. Mr. Friedman succeeds Mr. Peter L. Baratz who resigned as reported.

• Paul M. Wildrick, Addison, N. Y., jobber has moved his business location to 1 Wombaugh St., from its previous location on Main Street.

Mrs. Ruth Church is the new candy buyer for the Bailey Co., department store, Cleveland. Bailey's will open a new store in Euclid, Ohio, and already have a store in Lakewood. All candy buying for the three stores is done at the Cleveland store by Mrs. Church. This department was formerly run as a concession.

Miss May Ulrich is the new candy buyer at Rosenbaum's in Pittsburgh. Miss Betty Cook the former buyer is now in charge of another department of the store.

Maurice Clockner has been named manager of the New York division of Sanitary Automatic Candy Corp.

Donald A. King, formerly of the wholesale house of King and Roberts, Charlottesville, Va., has opened a confectionery and food brokerage business in Charlottesville covering Virginia, West Virginia and the Carolinas. Robert H. Downing is sales manager of the firm.

J. C. Cannon, president of the Cannon Grocery Co., Menominee, Mich., recently announced the sale of his business to the Carpenter Cook Co.

SALESWISE
ARTISTIC
METAL
COLOR
LITHOGRAPHY
FOR
PACKAGING
CONFECTIONS



Remember
most good
candy is
bought for
women



1901 1951
*This is Our
Fiftieth Anniversary*

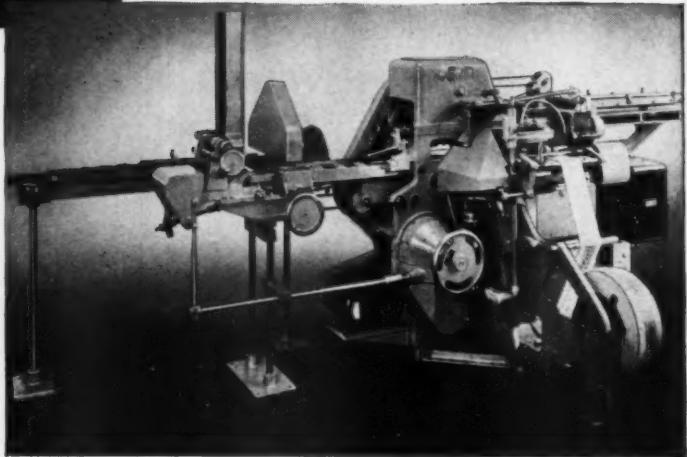
THE packaging of confections must appeal to the eye . . . must win the approval of the feminine buyer. Heekin, whose 50th anniversary is this year, specializes in lithographed metal cans that faithfully depict the quality of the confections you are packaging. Let us help solve your packaging problems.

HEEKIN CANS
THE HEEKIN CAN CO. CINCINNATI 2, OHIO



*Attractive
Wraps
WIN SALES*

*The fast DF-1
cuts costs*



Leading manufacturers such as Clark, Schrafft, Welch, etc., have installed large numbers of our DF-1 Bar Wrapper. For they have found that with this fast, modern machine, they can produce finer wraps—with utmost economy of labor and materials. These colorful, more attractive wraps induce the customer to step up and buy—for the wrap that stands out, *sells out!*

No matter how irregular in shape your bars may be, you can turn out neatly-squared wraps at welcome savings with the DF-1. Equipped with the *automatic bar feed*, it will wrap as many as 140 bars a minute. And

the special roll-type card feed allows use of lighter stock, automatically scored to give greater strength. Any type of wrapping material can be used with the DF-1, including THERMOPLASTIC spot-coated materials. Printed designs are registered perfectly by the electric eye mechanism.

The design of the DF-1 makes it possible to line it up efficiently alongside the enrober belt, and it can be quickly adjusted for a different size bar.

Look into these advantages. Our nearest representative will gladly give you complete information.

PACKAGE MACHINERY COMPANY • Springfield, Massachusetts

NEW YORK
DENVER

CHICAGO
LOS ANGELES

BOSTON
SAN FRANCISCO

CLEVELAND
SEATTLE

ATLANTA
TORONTO

DALLAS
MEXICO, D.F.

PACKAGE MACHINERY COMPANY

Over a Half Billion Packages per day are wrapped on our Machines

Horner Packages



For World-Wide Distribution

By CLARA BALDWIN

WITH a market located in all parts of the world, which means meeting a wide variety of taste preferences and often a long lapse of time required for the transport of their goods to those wide-spread markets, George W. Horner & Company, Ltd. of Chester-Le-Street, England, place great emphasis on the packaging of their sweets, to secure both the maximum of customer acceptance and to assure the utmost in freshness of those candies when they reach the consumer.

Testings are run on special packs, or when new packagings are being introduced. Sample shipments are mailed to the Horner agents throughout the world, with instructions that part of the packages are to be opened on arrival. Part are to be held for a period of two months before being opened, and another part for four months. From the reports made by the agents concerning the condition of the contents at the time the several groups are opened, the home office in England can summarize the results with a particular package, and know how it will carry and hold the candies contained in it to different parts of their market territory. With such a heavy portion of their business that of export, the Horner company allows a shelf life on their products of six months. They calculate one month as the maximum required in the manufacture and shipment of any item. A maximum of two months is allowed for transit. In addition, they figure a shelf life on arrival of three months. Their agents are encouraged to stock small quantities and to order at more frequent intervals, never permitting goods to reach a maximum age of six months.

However in a report from Singapore on one shipment

is the following remark: "through force of circumstances a few 7-lb. tins of Clear Mints were stored in a go-down for 5 months and were still absolutely fresh on being opened."

An article in *Marketing Policy*, a British journal of industrial management, states that "many a consumer-goods manufacturer can learn a worth-while lesson from the Horner attitude to packaging. Here is a firm which has proved that attractive packaging of sugar confectionery is a big incentive to export sales."

Horner packages their candy products in metal and in glass containers for export trade, and for their home trade in film bags. These latter are small four ounce packs. One of the newer Horner containers is a clamp top canister, with the emphasis placed on after-sale use. These canisters are airtight, 7 inches high with a 4½ inch diameter, developed for kitchen use, of heavy gauge tinplate and finished in gloss enamel. They come in four different colors: cream, green, blue, and red. The lid, which is made of moulded plastic, is fitted with a deep rubber ring and is pressure sealed by a snap action clamp. Since the canisters are shipped with no marking but a wrap-around label which is gummed to itself, and therefore can be removed quickly and easily, they are very popular for home use, where they serve as ideal storage bins for dry food products such as tea, coffee, et cetera. As a reminder, however, to the customer of the canister's origin the name of "George W. Horner & Co. Ltd., Makers of Good Sweets" is embossed on its base.

The clamp is sufficiently tight to seal out moisture, dust, insects, and such in order to adequately protect

the contents. The design of these canisters ensures the maintenance of an effective seal over a considerable period of usage, and the snap action can be operated with one hand. The lid of the tin is rounded to give adequate contact with the rubber ring sealed into the lid.

Horner has the exclusive British Packing Rights for these clamp top canisters for world distribution.

For their other fancy metal boxes, or small gift tins, Horner uses exclusive designs, many of which have been



Scale girls hand-weigh Horners Paradise Fruits. Average time per girl is seventeen to eighteen tins per minute. Horners tried machine weighing, but returned to the hand method as more satisfactory for their purposes.



Export tins are wrapped in waxed paper, except those for America where cellophane is preferred. Approximately fifty persons are employed in Horners packaging department, the majority of them girls.

worked up for particular markets. As an example is the Niagara Falls box, decorated with a picture showing both the American and Canadian falls. This box was designed primarily to appeal to the American tourists visiting the Canadian side of the Falls, where Horner has an agency.

A newer design being added to the Horner package line is a box bearing a picture of a Royal Canadian Mountie. It too is designed for the American tourist trade in Canada. For this particular design, it was necessary for Horner to get permission from the Canadian Government to use the picture of the mountie on a package. The new tin depicting the mounties is gaining so much popularity that other agents are ordering it for their line, too. For example, it is being introduced into the Detroit territory.

Another new design has a scene of Quebec with the Chateau Frontenac in the background. For the American market, Horner finds that scenes which emphasize typical English aspects such as the Wayside Inn, the English Coaching Scene, are the most popular, along with novelty tins and children's items.

Horner has three special designs for Saudi Arabia. Always the intention is to fit the design to the market, to supply the customers with the type of artwork which will have the greatest appeal.

Every tin is styled by experts, with the landscapes, old-time pictures, pictures of famous places, all the work of well-known artists. The Horner concern is continually on the look-out for pictures to use as designs for new packages. Representatives of the firm, for instance, visit the various exhibitions of paintings and photography to buy such artworks as would have appeal from a packaging standpoint. Many of the ideas for the designs are original with Horner, and occasionally they will commission artists to draw a special picture for a packaging job. The Bonnie Prince Charlie tin in the Horner line is an example of such a picture, since it was painted on special order for Horner.

More often on an original design, however, the idea is turned over to the art department of Horner's box suppliers. Horner does not manufacture any of their own packaging materials, instead they rely on outside sources of supply for all their tins, cartons, cases, and bags. Tins and fancy boxes are manufactured for Horner by the Metal Box Company of Britain.

One notable example is the handsome casket, printed in a rich blue with a fine reproduction which resembles the delicacy of old English china. The casket is decorated in gold. Both the shape and the design of the casket are exclusive to Horner.

As for the art work, regardless of whether the drawing, painting, or photograph for a packaging design is purchased through a gallery, at an exhibition, done by the supplier's art department, or commissioned work done by an outside artist, every design used for a Horner package is their exclusive property and may not be duplicated by any other firm. Horner buys the complete rights to every design.

Horner employs approximately fifty persons in their packaging division, the greater portion of them girls. The girls handle practically all of the packaging job, even into the cases, including stencilling, et cetera. The men

employed in the department handle such duties as lifting and steel banding of the cases for shipment. Otherwise the girls do the job.

Individual pieces of candy are wrapped in waxed papers, cellophane, or in printed, colored aluminum foil before being packed in containers or boxes. Horner uses several different types of wrapping machines to handle this piecework wrapping, including a cut-and-wrap type machine. The greater portion of the toffees are wrapped on machines into which the individual pieces are fed by the operators onto a chain feed band. These pieces are wrapped either in waxed paper or cellulose film. Chocolate-coated squares are wrapped, for the most part, in the printed color foils by machines which have a system of brushes to brush the foil around the candy. Boiled sweets are wrapped by machines that twist-wrap the candies in either waxed papers or cellulose film, at a speed up to 160 per minute. These machines are adaptable, in that by means of interchangeable feed plates, they can wrap a wide variety of candies. Other boiled sweets are wrapped in either waxed paper or cellulose film on machines which pass the paper folded around the candy over a heater to momentarily melt the wax or film to make a heat-seal.

The result is a wide range of wrappings for the individual candies, made of various materials, printed in many exclusive designs, and in varying colors: an attractive array of wrapped delicacies.

For packing in tins, the containers move on three conveyor belts which operate as one by being joined together at the corner, L-fashion. Waxed paper bags are placed in each tin on the conveyor, and girls stationed along the conveyor belt place the individual pieces of candy into tins according to a prearranged assortment.

Horner packs in a number of different sized tins, including $\frac{1}{4}$, half, pound, and two pound sizes. In a quarter pound package, as well as in the larger sizes, there will be possibly ten varieties of candies to make up the assortment. In this smaller tin there will be approximately sixteen pieces. Weighers stationed at the end of the conveyor, hand weigh each package. Machine weighing has been tried, but Horner has found the hand-weighing to be more satisfactory for their purposes. Incidentally, the



Toffees for Jeddah are packed into shipping cases along a line, stenciled, metal taped and ready for shipment. The wide range of Horner distribution, to strange and exotic places the world over, necessitates varied types of cases and linings according to the destination.

Horner weighers average in speed approximately seventeen to eighteen tins per minute.

Export tins are taped with a cloth adhesive tape and wrapped in waxed paper, except those bound for the United States or Canada, which are wrapped with cellophane instead. Lastly the tins are placed in cartons and tied with string. At that point, the package is ready to go either into stock to wait temporarily until a shipment is being made up requiring that particular item, or directly into export cases. Horner uses both fibre board and wooden cases for export purposes, and these are lined with sisal craft paper, which is weatherproof. Cases are steel-banded for shipping.

The shipping cases hold twelve dozen of the $\frac{1}{4}$ pound tins or six dozen of the half or pound size. Approximately 600 dozen tins per day move off the unit, in an assortment of toffees, mixed fruit drops, or paradise fruits.

Horner uses forked lift trucks for lifting heavy packages in their packing rooms as well as in loading.

Glass jars and bottles are packed in double fibre board cases, with a carton around the individual jars, and buffering on all four sides, top, and bottom of each jar.

For the home trade, Horner packs four-ounce cellophane bags of candy, in addition to their glass and metal containers. The company has received requests for export shipment of the cellophane packs, but there is a humidity problem yet unsolved hampering such packaging for export into the American-Canadian market, at least. The high humidity of England necessitates the use of a fairly sturdy type of cellophane. The severe winters of the North American continent cause breakage of the brittle film, which is not fashioned to withstand the colder, drier climate. On the other hand, if the film is made sufficiently soft in texture to withstand the climate of North America without this excessive breaking, it will be entirely too soft for handling and working in England.

In the meantime, Horner is having most satisfactory results and very good acceptance with their present packages in metal and in glass, and where weather does permit with their cellophane bags, and is constantly adding new designs to their line in order to attract customers both at home and abroad for the Horner candies.



Each case is carefully weighed before shipment. The heavier work in the packaging and shipping rooms are naturally done by men. From the scales, the cases will be loaded on trucks, bound for the docks.

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Representatives in Philadelphia, Detroit,
St. Louis, Chicago, Dallas, New Orleans,
Los Angeles and Portland, Oregon.

What's NEW in candy PACKAGING

The products described help keep you up-to-date on new confectionery equipment, materials of all types. The items below are coded for your convenience. For any further information, write to THE MANUFACTURING CONFECTIONER, 9 S. Clinton St., Chicago 6, Ill. Use the coupon on next page.



New Wrapping Machine

This new model cellophane wraps candy, or almost any product, in a carton or open-faced container, and any item that can be placed on cardboard rigid enough to put through the machine can be packaged by the new Speed Wrap.

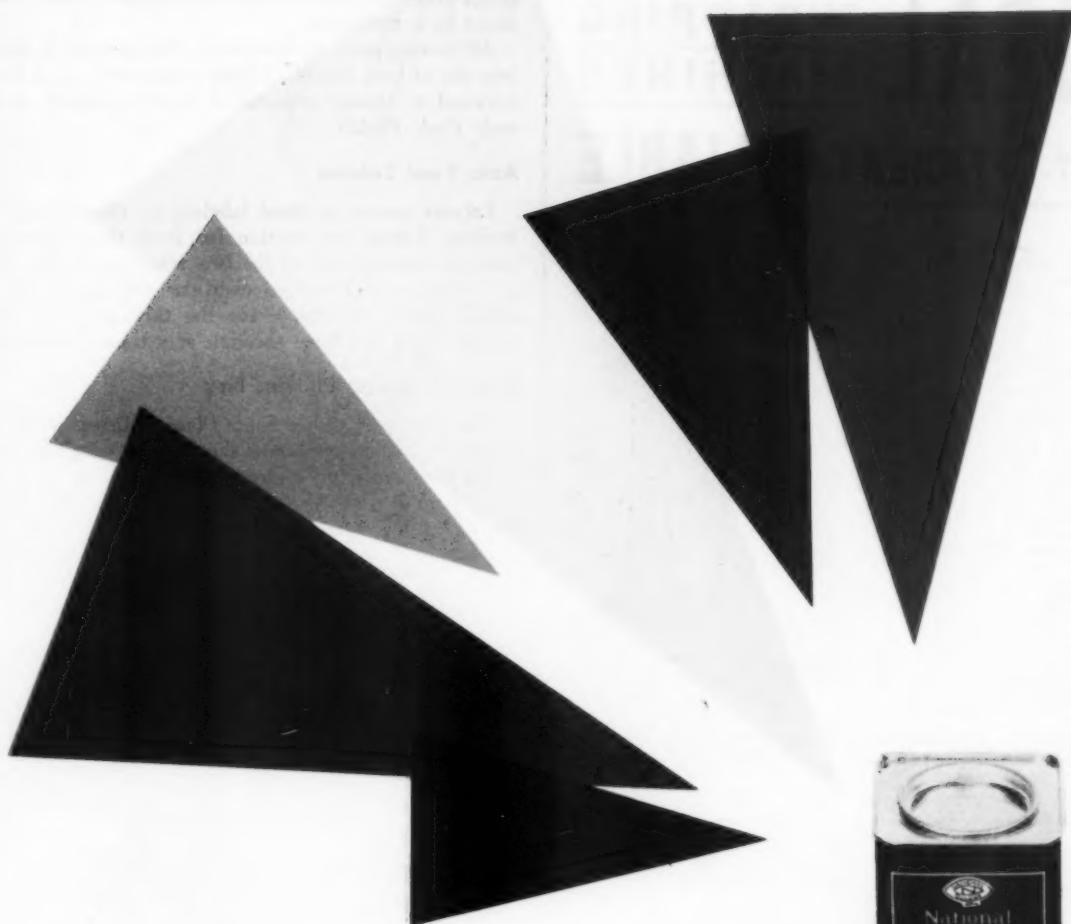
It is more efficient and less expensive than any previous model. The machine accommodates packages as small as $3\frac{3}{4} \times 1\frac{1}{4} \times 3\frac{1}{16}$ inches. Packages up to $15\frac{1}{2} \times 9\frac{1}{2} \times 5$ inches are neatly wrapped and sealed in cellophane, foil, wax, treated kraft, or bond papers at rates up to 1,000 an hour.

By reducing the number of moving parts the manufacturer has built a model that is light enough to be quickly and easily moved from one location to another. As the motor is the only part that requires oiling—

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NOW!**

B.B. GOLDEN MILK CHOCOLATE
...an economical coating of exceptionally fine flavor.

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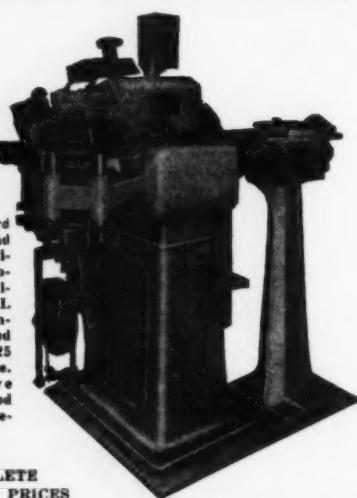


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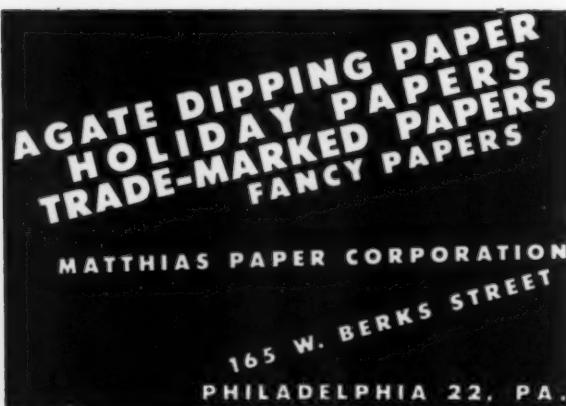
CANDY manufacturers both large and small prefer IDEAL WRAPPING MACHINES because they provide the economies of fast handling along with dependable, uninterrupted operation. In use the world over, IDEAL Machines are building a service record that stands unmatched and unchallenged! Our unqualified guarantee is your protection. Two models available: SENIOR MODEL wraps 160 pieces per minute; the new High Speed Special Model wraps 325 to 425 pieces per minute. Investigation will prove these machines are adapted to your most exacting requirements.



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about every six months—the maintenance costs are reduced to a minimum.

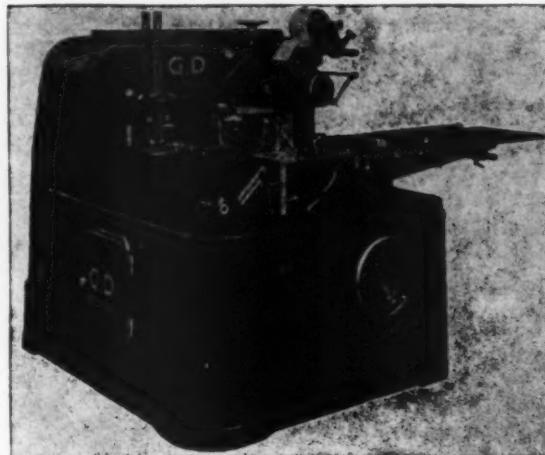
All moving parts are enclosed. The operator is allowed free use of both hands. A flick of a switch is all that is required to change adjustment from underfold to end-fold. *Code P8A51*

Auto Feed Labeler

Labeler speeds up hand labeling by eliminating hand feeding. Labels are friction fed from the bottom of a stack by tapping one of the two actuating levers. Label is picked up and carried over the glue feed roller. A retard finger, adjustable for the thickness of a label, permits only one label through at a time. *Code P8B51*

New Packaging Pliofilm Bag

Bag is printed with a Santa Claus in three colors, with handy draw string. Santa is shown carrying a bag, which is clear to show the contents of package. It is particularly suitable for assortments of candy for display on a tree. Bag has a re-use value for kitchen purposes or as toy for children. It comes in sizes 8½ x 11 inches, 10 x 16 inches, or 12 x 18 inches, or in special sizes to fit the candy manufacturer's requirements. *Code P8C51*



Automatic Chocolate Bar Wrapping Machine

An ultra modern automatic machine of entirely new conception, for highest output, which accomplishes a double wrapping of a vast assortment of chocolate bars and tablets in two successive phases.

Products ranging from 60 to 170 mm. in length, from

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yes—we feel sure that any way you look at it . . . quality of product, outstanding service, beautiful color, and practical eye appealing design are four great sales builders in this modern merchandising world. our facilities are at your disposal . . . to help you with any packaging need, stock designs and sizes, as well as a large variety of special sized containers are available. for further information write us.

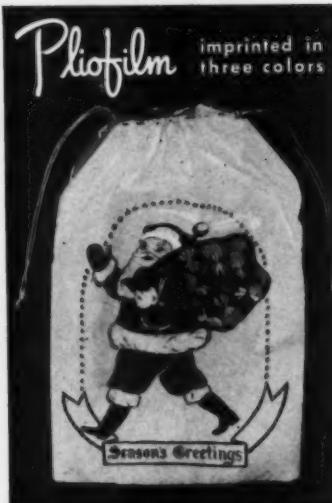
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Do you believe in Santa Claus?

YOU WILL when you see how much faster your merchandise sells packaged in **HANDI-PULL** draw-string bags. You can combine various items in your line for a "special" by packing them in these bags.

Your customers can use them over and over again for many uses.



Children young and old will get a thrill seeing these Santa sacks hanging from the Christmas tree. Available in three standard sizes— $8\frac{1}{2}'' \times 12''$ — $10'' \times 16''$ — $12'' \times 18''$ or other special sizes you may need.

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MANUFACTURERS OF "SIMPLEX" MANUFACTURERS OF "RACINE"
Vacuum Cookers and Coolers; Steam Jacketed Kettles; Cooling Slabs; Batch Rollers; Sizers; Plastic and Tablet Machines; Sucker Machines; Sucker Rolls; Cutting Rolls and Drop Rolls; Chocolate and Candy Depositors; Conveyors; Cream Beaters; Caramel Cutters; Two-Way Bar Cutters; Stick Candy Sizing, Twisting and Cutting Machines.

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Refines to the Greatest Fineness Ever Obtained. Utmost Uniformity and Production.

Exclusive Representation in the United States and Canada and Manufacturers of the Widely Used Brantley Mill.

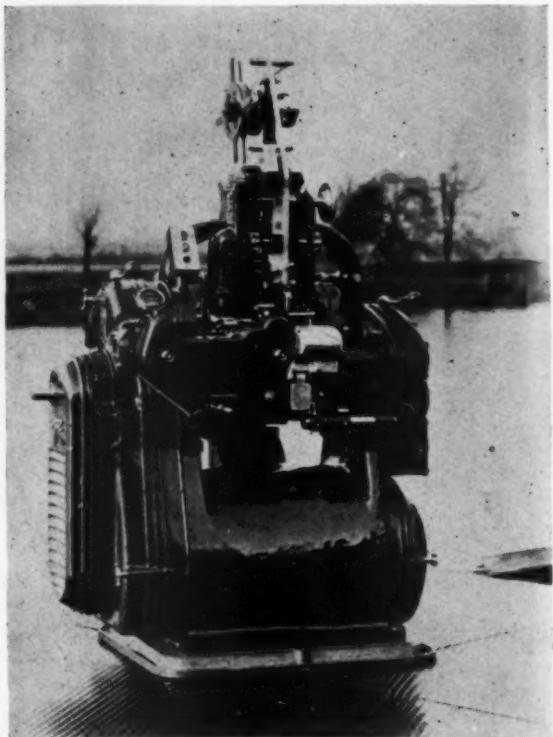
MECHANICS
Brantley Machinery Co.
ENGINEERS

20 to 85 mm. in width and from 5 to 20 mm. in thickness can be wrapped on the same machine without changing cams.

On request the machine can be supplied with a group for using cellophane taken from spool in place of the labels, with or without photo-electric cell for centering the print and, also on request, with an attachment for inserting a cardboard reinforcement and a group for inserting pictures.

An automatic feeler avoids waste of wrapping materials.

Dimensions: m/m 1650 × 2400 (comprising the feeding platform); net weight about 1600 Kilos power required: 1 HP. Code P 8051.

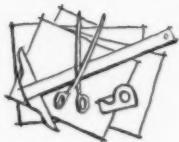


Fold Wrap Twisting Machine

A high speed machine for economical production, the fold wrap twisting machine is interchangeable two ways—from one piece size to another, and/or to fold or twist wrap. In the twist wrap, the candy piece is unwrapped by simply pulling on the neat fantail ends. Fold wraps with seam and ends on the underside of the piece. With simple change-over parts, it takes the place of two types of machines.

Special features include: Candy piece sizes and shapes and style of wrap can be easily changed by the operator. 650 pieces per minute for twisting. 500 pieces per minute for folding. Equipped with V belt drive. Fully continuous material feed. Fully continuous paper feed. Paper is cut by a high speed rotary knife. Entire unit easily adjustable in one operation. Heat sealing device and water cooler fitted to aid quick sealing. Easily adjustable to give a variation in piece thickness—plus or minus $1/16''$. Toffee feed rollers are easily detached for cleaning—sanitary! Mould Wheel completely exposed for cleaning purposes in 3 minutes by removing five screws. Tachometer continuously indicates operating speed. Code P8E51.

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In this bag are simple tools like a T-square, scissors, and packaging materials. But with them this man can contribute *a gold mine of ideas*.

He is your Shellmar Packaging Counselor—thoroughly trained, fully experienced. Not only does he know how to develop Successful Package Creations, but more important nowadays, how to get the most out of your *present* package . . . how to employ filling and sealing shortcuts to save you material, time and money.

Plan now to use his creative ability and knowledge of products like yours . . . for Successful Package Creations now and in the future.

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Shellmar—leading producer of war packaging material during World War II—again offers its services to Army and Navy suppliers. A complete line of approved materials is available for priority orders.

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Successful Package Creations



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by

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to remove
BURNED-ON
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Deposits**

Did you know that one of your most difficult maintenance cleaning jobs—removing burned-on caramel—can now be handled easily by using

a simple, two-step Oakite method? Here's how: First, use Oakite Composition No. 20 for quick, thorough removal of even the toughest caramel deposits. Then follow this with an application of Oakite Compound No. 84-M. This brightening material spruces up the metal, takes away dulling stains. For FREE details call your neighborhood Oakite Technical Service Representative or drop a note to Oakite Products, Inc., 36C Thamen St., N. Y. 6, N. Y.



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Supply Field News

• H. A. Johnson Company widely known manufacturers and distributors of food products and equipment for the confectionery trade has recently moved into its modern new home at 155 North Beacon Street, Boston, Mass.

The new plant is a model of industrial efficiency, the last word in layout, material handling arrangement and customer service. A bulk sugar handling system which mechanizes the handling of sugar from its delivery in trucks to storage and production was placed in operation for the Johnson Company as well as a conveyor system which provides for the mechanical handling of sweetened cocoa for its subsidiary, the Murray Company.

• Olin Products Co., Inc., of New York City, has announced three managerial appointments.

Benjamin H. Heim was appointed Middle Atlantic States and Southern Division Manager; Charles F. Pfeifer, New York and New England Division Manager, and George R. Johnson, Manager of Eastern Converter Sales.

The appointments were announced by James L. Spencer, vice president and director of sales of Olin Products Company. A new mill for the production of cellophane is now undergoing completion on the plant site of the Ecusta Paper Corporation of Pisgah Forest, North Carolina, which is a subsidiary of Olin Industries, Inc., of East Alton, Ill.

Mr. Heim comes to Olin Products after three years as vice president of Cellu-Craft Products Corporation, cellophane converters, of Flushing, N. Y., and more than 17 years with E. I. duPont de Nemours and Company.

Mr. Pfeifer comes to Olin Products Company after two years in charge of the paper converting operation at Plastic Film Corporation, of New York City. His territory will embrace all the New England states, New York State and Metropolitan New York.

Mr. Johnson was national sales manager in the automotive division of E. F. Drew and Company, Inc., New York City chemical company, for two years, before joining Olin Products Company.

Temporary headquarters for Olin Products Company, Inc., have been established at 270 Park Ave., New York City. After July 15, the company will have permanent headquarters at 655 Madison Avenue, New York City.

• Walter Baker Chocolate and Cocoa Division of General Foods Corp. has announced the receipt of an invitation by Norman Kempf, manager of research, from the Bahia Cocoa Trade Commission to visit their experimental station at Uracuca,

Brazil. Mr. Kempf is expected to assist Brazilian scientists in improving the fermentation and drying processes of cocoa. It is expected that he will go to Uracuca under the sponsorship of the Cocoa Research Institute.

• Time Chocolate, Inc., Worthington, Ohio, has been sold to a new corporation known as the Time Chocolate Co. The new firm is headed by Harry L. Johnson, president and general manager, and J. K. O'Brien, secretary-treasurer.

• Wm. A. Camp Co., Inc., of New York City, Mixed Nut and Brazil Nut packers, have developed tray-sleeve combination packages to augment their regular one-pound cellophane wrapped Home Service trays. The new packages appear similar to the present trays except they do not require hard-to-get cellophane.

• Louis R. Clerico, package and industrial designer with offices at 307 East 44th Street, New York City is now serving confectionery manufacturers, agencies, and packagers.

• H. Kohnstamm & Co., Inc., has been awarded membership in The Hundred Year Association of New York. The firm was established in the year 1851 in a small one-story building on Tyron Row, New York City.

In accepting the Certificate of Membership the President of H. Kohnstamm & Co., Inc., Mr. Louis J. Woolf, said: "If the first 100 years are the hard-



Makers of Fine Chocolate

MERCKENS CHOCOLATE COMPANY, INC.

BUFFALO, NEW YORK

BRANCHES AND WAREHOUSE STOCKS IN
BOSTON, NEW YORK, CHICAGO, LOS ANGELES,
OAKLAND, SALT LAKE CITY, SEATTLE

At Your Finger Tips **TECHNICAL INFORMATION** For Every Candy Library

A good candy library will effectively answer ever-occurring technical questions with instant, complete satisfaction. Let the experts work for you. Turn their knowledge into greater profits for your firm. The books listed here are carefully selected to help make your candy library an authoritative, finger-tip source of profit-making, time-saving technical information. For your convenience, you may order any book by number—just mention the issue in which this list appears.

1—Chemical Formulary, Volume VIII Edited by H. Bennett, F.A.I.C.	\$7.00
2—The Trade-Mark Act of 1946 By Harry A. Toulmin, Jr.	\$5.00
3—Confectionery Analysis and Composition By Dr. Stroud Jordan and Dr. K. E. Langwill ..	\$3.50
4—Glycerine By Georgia Leffingwell, Ph.D. and Milton A. Lesser, B. S.	\$5.00
5—Candy Production: Methods and Formulas By Walter Richmond	\$10.00
6—Spice Handbook, The By J. W. Parry	\$6.50
7—Introduction to Emulsions By George M. Sutheim	\$4.75
8—Chemical Composition of Foods, The By R. A. McCance and E. M. Widdowson	\$3.75
9—Food Products By Saul Blumenthal	\$12.00
10—Chemical and Technical Dictionary Edited by H. Bennett	\$10.00
11—Air Conditioning By Herbert and Harold Herkimer	\$12.00
12—Food Regulation and Compliance By Arthur D. Herrick	\$10.00
13—Practical Emulsions By H. Bennett	\$8.50

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A new, operation-proved method of tempering is thoroughly explained by one of the industry's outstanding authorities on chocolate in a step-by-step outline from the definite crystal pattern through the coating machine to the tunnels and cooling, the bottomer, dripping virgin coating, and melting kettle. Follow this expert's nine "Points to Remember" for better chocolate tempering in your plant.

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INDIANAPOLIS, INDIANA

est, we can face the next 100 years with complete faith in the American way of life, and in the ability of our organization to meet the new problems of business and the industry as they arise during the unpredictable years ahead."



• John A. Carter, President of Oakite Products, Inc., manufacturers of industrial cleaning and related materials, has announced the establishment by the Company of the David C. Ball Award for Distinguished Service, a bronze plaque to be presented annually to the member of the Oakite technical field organization who has rendered the most outstanding service to industry during the year.

"The Oakite technical service representative who wins this award," Mr. Carter states, "will have demonstrated exceptional ability to search out and set up improved methods that will cut cleaning costs and provide superior results and will have consistently made certain that his customers shared his know-how in using the correct material to best advantage."

• S. B. Penick & Co., drug and chemical manufacturers, have announced the election of W. W. Bell and Dr. W. G. Bywater to vice presidencies.

Mr. Bell is an outstanding expert in botanical drug production in which he has specialized with the firm for over seventeen years. Dr. Bywater has headed the Research Division of the Company since

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1945, prior to which he was with the Research Department of Parke, Davis & Company in Detroit.

Dr. Bywater's election, Mr. Penick said, reflects the increased importance of research in the operations of the Company.

The recent election of Giles St. Clair as Secretary of the Company was also announced.

• **Robert Gair Company, Inc.**, New York, announces the appointment of Russell D. Scribner as production manager of the folding carton division. The Gair company manufactures folding cartons, paperboard and shipping containers.

Mr. Scribner was formerly with the DuPont Co. at Buffalo, N. Y. and Old Hickory, Tenn., in the cellophane division where he did quality control, industrial engineering and like production work. He was subsequently in charge of four plants of Shellmar Products Corp., Mt. Vernon, Ohio. He is a former director of the Associated Industries of Vermont and was active in the affairs of the Chamber of Commerce in that state.

• **Milprint, Inc.**, is now located at 4200 North Holton St., Milwaukee, Wisconsin. The transfer of the company's office facilities completes the movement of all the firm's Milwaukee operations to the huge, modern new plant recently constructed on a 22 acre site. The firm's new phone number is Edgewood 2-5800.

Transfer of Milprint's main offices, completed on July 2nd, closes out all the firm's operations at the former West Florida Street address.

• **John M. Olin**, President of Olin Industries, Inc. has announced the election of James L. Spencer as vice president and director of sales, and formation of the Olin Products Company, Inc., which will distribute Olin cellophane in the packaging field.

• **The Package Machinery Company** of Springfield, Mass. announces that its Tray-Lock Model A machine can now be supplied to set up small-size hinge-cover cartons with side-corner locks, as well as trays. This specially adapted Model A will shortly be used by a leading electrical manufacturer to make cartons for duplex outlets.

Using flat die-cut blanks, the Model A Tray-Lock machine can produce up to 90 small cartons per min-



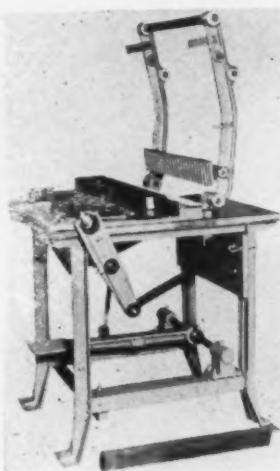
SOLVAY

Potassium Carbonate

for August, 1951

LITTLE WONDER SUCKER MACHINE

For Manufacturing Retailer or Small Operator
Automatically Inserts Sticks in Suckers



One Retail Manufacturer says,
"In place of having 8 or 10 girls sticking the lollipops, we now have one man operating the machine doing identically the same job more effectively. We have not found it necessary to change our formula in any way. We feel this machine will pay for itself in a very short time and it has proven satisfactory in every way."

Manually operated—makes 24 suckers in each single operation—inexperienced operator can make approx. 100 suckers per minute—rectangular shapes only but weight can be varied—Automatic feeding—magazine holds approx. 2000 sticks.

JOHN WERNER & SONS, INC.

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Proven in the Candy Field
DESICCITE #25
prevents moisture damage

Manufactured by FILTROL CORPORATION

General Offices: 727 West Seventh Street, Los Angeles 17, California

TELEGRAMS: FILTROL

For

**Dutch Process
COCOA and CHOCOLATE**

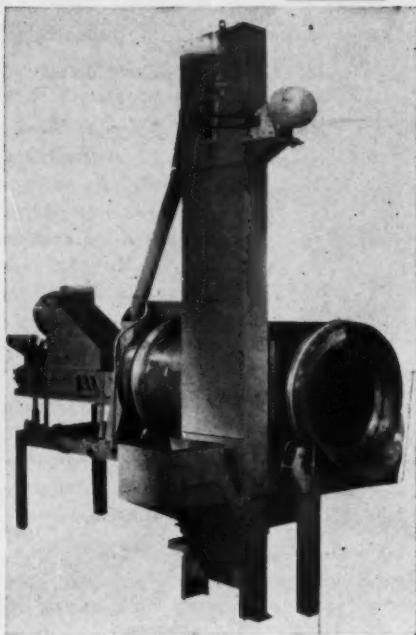
Dustless Calcined 99%-100%
Hydrated 83%-85% • Liquid 47%

SOLVAY SALES DIVISION
Allied Chemical & Dye Corporation
40 Rector Street, New York 6, N.Y.

BRANCH SALES OFFICES:
Boston • Charlotte • Chicago • Cincinnati • Cleveland
Detroit • Houston • New Orleans • New York
Philadelphia • Pittsburgh • St. Louis • Syracuse

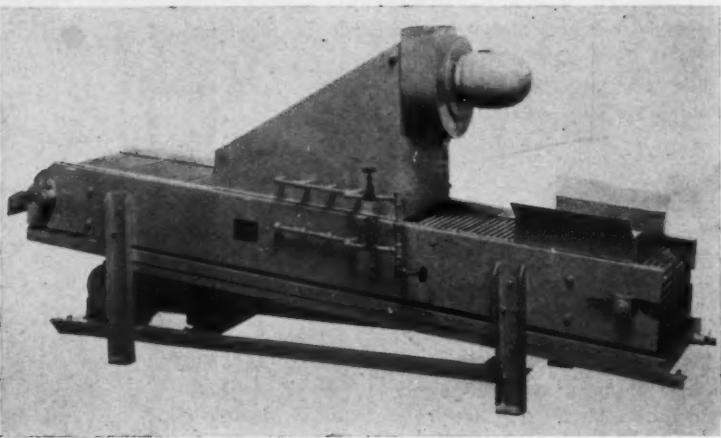
page 59

These Are the LATINI PROFIT PRODUCERS Displayed at the Show!



LATINI SUGAR SANDER

Handles full capacity of any starch machine, up to 20 boards per minute. Unit may be put in continuous operation with mogul, requiring no additional help. Jellies and all other types of candies requiring it are properly sanded.



LATINI SUPPLEMENTARY STEAMER
STEAM CRYSTALLIZES ENTIRE OUTPUT OF SANDER.
BRILLIANCY OF SUGAR IS BROUGHT OUT.
PROTECTIVE FILM IS FORMED ON CANDY.

CHOCOLATE SPRAYING CO., INC.

Representative:

John Sheffman, Inc.

152 West 42nd Street

New York 18, N. Y.

Cheese-Cake--

known in journalism as that intangible of a beauty which attracts and holds attention.



nuts will be even
Your candy and
more attractive,
compel more at-
tention, create
more volume
when "glamor-
ized" in these
eye-appealing
TRANSPARENT
CONTAINERS.

Weinman Brothers, INC.

MANUFACTURERS
3260 W. GRAND AVE., CHICAGO 51
Samples and prices upon request

WRITE TODAY!

ute, depending on board stock used. This is faster than the Model B designed for larger sizes.

Should a user wish to make more than one size of carton, or simple trays, he can do so by the use of interchangeable parts.

• Members of the Board of Directors of Clinton Foods, Inc., meeting yesterday at Clinton, Iowa, declared the following dividends, it was announced today by L. A. Huemmler, secretary of the Corporation.

Three monthly dividends of 20 cents a share on outstanding common stock, payable on the first business day of August, September and October, 1951, to stockholders of record at the close of business on the 16th day of July and August, and the 15th day of September; also a regular quarterly dividend of \$1.12½ was declared on the outstanding 4½ per cent cumulative convertible preferred stock of the corporation, payable on the first business day of October, 1951, to stockholders of record at the close of business on September 15, 1951.

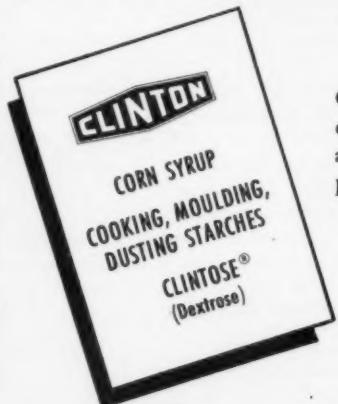
• Allied Paper Bag Corporation has announced the appointment of Charles C. Catlin to the newly created position of General Manager. Mr. Catlin will be in charge of all phases of the company's operations. He brings to this post the experience of 25 years in sales, sales development and plant management with paper, paper products and kindred industries.

Guaranteed QUALITY



When you use Clinton's SYRUPS and STARCHES

Clinton's laboratory tested syrups and starches are scientifically manufactured to insure you unvarying uniformity. Clinton's staff of highly trained technicians is constantly checking these products to assure top quality, batch after batch.



- Our Sales Service Department is for your convenience. You'll find it mighty helpful and profitable in solving your technical problems. Write or call without obligation.

Tops

FOR CONFECTIONERS
COAST-TO-COAST

CLINTON FOODS INC.
CLINTON, IOWA

CONFECTIONERY BROKERS

New England States

JESSE C. LESSE CO.

Confectionery
Office and Sales Room
161 Massachusetts Ave.
BOSTON 15, MASS.
Territory: New England

Middle Atlantic States

JAMES A. BRADY CO.

1018 Monsey Avenue
SCRANTON 9, PENN.
Phone 2-8558

Concentrated coverage of the
candy and food trade in N. E.
Penn. "The Anthracite"

ARTHUR M. CROW & CO.

407 Commonwealth Annex Bldg.
PITTSBURGH 22, PA.
Cover conf. & groc. jobbers, chains,
dept. stores, food dists.
W. Pa., W. Va., & E. Ohio

JACK HAAZ

6720 Sprague St.—Ge. 8-7593
PHILADELPHIA 19, PENN.
Terr: Penn., N. Jersey, Balt., Wash.

HERBERT M. SMITH

318 Palmer Drive
NO. SYRACUSE, NEW YORK
Terr: New York State

IRVING S. ZAMORE

2608 Belmar Place
SWISSVALE, PITTSBURGH 18, PA.
29 Years Experience
Terr: Pennsylvania, excluding
city of Philadelphia

BLOME BROKERAGE CO.

601 Chumleigh Rd.
BALTIMORE 12, MARYLAND
Candy & Novelties
Covering Wholesale Grocers,
Candy & Tobacco Jobbers, & chains
Terr: Maryland, Virginia, Delaware
and District of Columbia

South Atlantic States

JIM CHAMBERS

Candy Broker
84 Peachtree Street
ATLANTA 3, GEORGIA
Terr: Ga., Ala., and Fla.

WALTER C. MCGILL

Candy Specialties—Jobbers only
Box 912, Lynchburg, Va.
Terr: Virginia, No. & So. Carolina

South Atlantic States (cont'd)

WM. E. HARRELSON

Manufacturers' Representatives
5308 Tuckahoe Ave.—Phone 44280
RICHMOND 21, VIRGINIA
Terr: W. Va., Va., N. & S. Car.

ROY E. RANDALL CO.

Manufacturers' Representative
P. O. Box 605—Phone 7590
COLUMBIA 1, SO. CAROLINA
Terr: No. & So. Carolina
Over 25 years in area

BUSKELL BROKERAGE CO.

1135 East Front Street
RICHLANDS, VA.
Contact Wholesale Groceries, Candy
Jobbers and National Chains
Terr: Va., W. Va., Eastern Tenn.,
and Eastern Kentucky

W. M. (BILL) WALLACE

Candy and Specialty Items
P. O. Box 472—111 Rutland Bldg.
DECATUR, GEORGIA
Terr: Ga. & Fla.
Thorough Coverage

SAMUEL SMITH

2500 Patterson Ave. Phone 22318
Manufacturers' Representative
WINSTON-SALEM 4, N. CAROLINA
Terr: Virginia, N. Carolina,
S. Carolina

East No. Central States

G. W. McDERMOTT

100 North Raymond St.—Phone 382
MARINETTE, WISCONSIN
Terr: Wisc. & Upper Mich.—covered
every five weeks.

ROGER ETTLINGER

Phone Townsend 8-5369
16525 Woodward Ave.
DETROIT 3, MICHIGAN
Terr: Entire state of Michigan

BERNARD B. HIRSCH

1012 N. 3rd St.
MILWAUKEE 3, WISCONSIN
Terr: Wis., Ia., Ill. (excluding Chi-
cago) Mich. (Upper Penn.)

East No. Central States (cont'd)

HARRY KISSENGER

Candy—Novelties—Specialties
3846 McCormick Ave.
Phone Brookfield 9691
Chicago suburb
HOLLYWOOD, ILLINOIS
Terr: Ohio, Mich., & Ind.

W. C. TUGAW

Manufacturers Representative
140 North Dearborn
Chicago 2, Illinois
Covering Metropolitan Chicago

H. K. BEALL & CO.

308 W. Washington St.
CHICAGO 6, ILLINOIS
Phones: RANDolph 1618-1628
Territory: Illinois, Indiana,
Wisconsin
25 years in the Candy Business

ARTHUR H. SCHMIDT CO

815 ErieSide Ave.
CLEVELAND 14, OHIO
Terr: Ohio. Member Nat'l. Conf.
Salesmen Ass'n.
Buckeye Candy Club

DONALD A. IKELER

2037 E. Main Street
KALAMAZOO, MICH.
Territory: Michigan

East So. Central States

R. HENRY TAYLOR

Candy Broker
Box 1456—Phone 4-2763
LEXINGTON, KENTUCKY

Territory: Kentucky and Tennessee

A. C. BURNETT COMPANY

Candy Brokers

HALEYVILLE, ALA.

A crack team of six Southern sales-
men. Ky., Tenn., Miss., Ala., Fla.,
Ga., S. C., N. C., Va., W. Va.,
Ark., La.

If it will sell in Dixie—we can sell it.

FELIX D. BRIGHT & SON

Candy Specialties
P. O. Box 177—Phone 8-4097
NASHVILLE 2, TENNESSEE

Terr: Kentucky, Tennessee, Ala-
bama, Mississippi, Louisiana

East So. Central States (cont'd)

HURD-MORELAND CO.

MORELAND, KENTUCKY
Sales Representation Candy bars,
Specialties
Terr: Kentucky, East Tennessee

West No. Central States

BUHRER BROKERAGE CO.

Candy Manufacturers' Sales Agents
819 W. Third St.
DAVENPORT, IOWA

ELMER J. EDWARDS

CANDY BROKERAGE
5352 31st Ave. So.
MINNEAPOLIS 17, MINN.

Phone: Pa. 7659
Terr: Minn., N. & S. Dak.—Special
attention given to Twin City trade

GRIFTHS SALES COMPANY

725 Clark Ave.—Phone GA. 4979
SAINT LOUIS 2, MISSOURI
We specialize in candy and
novelties.
Terr: Mo., Ill., and Kan.

O. W. TAYLOR BROKERAGE CO.

McGREGOR, IOWA

Cover confectionery & grocery
jobbers, chain-Dept. stores, Food
Dist. Nebraska, Iowa, Minnesota
Wisconsin.

West So. Central States

W. S. STOKES

Broker & Agent

BATESVILLE, ARKANSAS

Candy - Novelties - Specialties
Terr: Arkansas—Accounts solicited

WM. E. MIRACLE COMPANY

301 No. Market St.

DALLAS TEXAS

Territory: Texas & Oklahoma

Mountain States

CAMERON SALES COMPANY

3000 Monaco Parkway

Denver, Colo.

Dexter 0881

Candy & Allied lines. More than ten
years coverage of Colo., Wyoming,
Mont., Idaho & Utah

Mountain States**MAYCOCK BROKERAGE CO.**

573 West 2nd South

SALT LAKE CITY, UTAH

An eight man organization representing manufacturers for 76 confectionery, tobacco, drug and grocery jobbers in Utah-Idaho territory.

JERRY HIRSCH

Manufacturers' Representative Candy and Specialty Items
4111 E. 4th St.

TUCSON, ARIZONA

Territory: Arizona, New Mexico & El Paso, Texas

G & Z BROKERAGE COMPANY

New Mexico—Arizona El Paso County Texas

P. O. Box 227 ALBUQUERQUE N. Mex.

Personal service to 193 jobbers, super-markets and department stores. Backed by 26 years experience in the confectionery field. We call on every account personally every six weeks. Candy is our business.

Mountain States (cont'd)**KAISER MICHAEL**

Broker

Manufacturers' Representative "World's Finest Candies"

911 South Richmond Ave.

ALBUQUERQUE, NEW MEXICO

Terr: New Mexico, Arizona & El Paso, Texas area

FRANK X. SCHILLING

Confectionery and Novelty Items Box 416—Phone 2-3540

BUTTE, MONTANA

Complete coverage of Montana, Idaho, and northern Wyoming, including Casper

Pacific States**CARTER & CARTER**

Confectionery Mfr's Agents Established with Industry since 1901

91 Connecticut St.

Phone: Main 7852

SEATTLE, WASHINGTON

Terr: Wash., Ore., Utah, Idaho, Mont., Nev., Wyo.

Pacific States (cont'd)**MALCOLM S. CLARK CO.**

1487½ Valencia St.
No. Cal., Nev., & Hawaii

SAN FRANCISCO 10, CALIF.

923 E. Third St.—Southern California

LOS ANGELES 15, CALIF.

Terminal Sales Bldg.

Wash., N. Idaho

SEATTLE 1, WASH.

903 Park Road

Ariz., New Mex., W. Texas

EL PASO, TEXAS**L LIBERMAN****SEATTLE 22, WASHINGTON**

Manufacturers' Representative

1705 Belmont Avenue

Terr: Wash., Ore., Mont., Ida., Utah, Wyo.

Pacific States (cont'd)**HARRY N. NELSON CO.**

112 Market St.

SAN FRANCISCO 11, CALIF.

Established 1906

Sell Wholesale Trade Only

Terr: Eleven Western States

GENE ALCORN & CO.

1340 E. 6th Street

LOS ANGELES 21, CALIFORNIA

383 Brannan Street

SAN FRANCISCO 7, CALIFORNIA

Territory: State of California

RALPH W. UNGER

923 East 3rd St.

Phone: Trinity 8282

LOS ANGELES, CALIFORNIA

Terr.: Calif., Ariz., N. Mex., Hawaiian Islands

News of Associations

• The Pennsylvania Manufacturing Confectioners' Association closed its 40th Annual Meeting and Convention at Glen Hall, Wernersville, Pa., on June 23, with a good record attendance of 222 members and guests registered.

Officers elected were: president, Mark J. Heidelberger, Heidelberger Confectionery Co., Inc.; 1st v-pres, David Sykes, Plantation Chocolate Co., Inc.; 2nd v-pres, C. S. Grube, Wilbur-Suchard Chocolate Co., Inc.; 3rd v-pres, Otto J. Glaser, Dairy Maid Confectionery Co., Inc.; Treasurer, R. F. Keppel, Keppel's, Inc.; secretary, Harry H. Rohrer.

The American Oil Chemists' Society will offer a choice of field trips to those in attendance at the 25th annual fall meeting, to be held at the Edgewater Beach Hotel, Chicago, October 8-10. The trips include the new research laboratory of S. C. Johnson & Son, Inc., of Racine, Wis.; and the Food and Container Institute of the Quartermaster Corps.

The American Association of Candy Technologists has appointed a committee to cooperate with Mr. H. C. Spencer, The Dow Chemical Company Chairman, Committee on Chemicals in Foods of the Manufacturing Chemists' Association.

This committee will sit with Mr. Spencer at a meeting to be held in the early Fall to discuss the general subject of chemicals in foods.

The Committee on Chemicals in Foods of the Manufacturing Chemists' Association is an advisory committee to the government committee now investigating this subject.

Representing the American Association of Candy Technologists are the following: C. R. Kroekel, Chairman; Justin Alikonis; Ernest C. Peakes; and Waldemar H. Haug.

STANcase
STAINLESS STEEL EQUIPMENT

STAINLESS STEEL DRUMS

MODEL 30-30 GAL.
MODEL 55-55 GAL.
(Covers available)

ECONOMY EQUIPMENT

RUGGEDLY CONSTRUCTED FOR LIFE TIME WEAR.
FULLY APPROVED BY HEALTH AUTHORITIES.

Manufactured by
The Standard Casing Co., Inc.
121 Spring St., New York 12, N.Y.

WAREHOUSE and DELIVERY SERVICE in METROPOLITAN NEW YORK

- Clean, insulated warehouse that handles candy products only
- Accessible to and from all points in Metropolitan New York area.

THOMAS J. REALE
353 Observer Highway
Hoboken, N.J.

WERTHY
RIBBONS

Specialists in Tying Ribbons Satin and Novelty Effects

"Where Quality Merchandise Costs No More!"

445 Fulton Avenue
New York 1, N.Y.

W-E-R RIBBON CORP.



The MANUFACTURING CONFECTIONER'S Clearing House



HELP WANTED

GUM MAKER

Asst. Starch Room Foreman

Experienced gum and jelly maker for large E. Penna. candy manufacturer, established 60 years. Also man to become assistant to foreman of starch room, must have experience in operation of moguls and be able to direct men. We will consider young men presently employed as helpers or mogul operators who are qualified to assume these positions and desirous of advancing in this field. In reply state all details and qualifications, age, previous employers, and salary expected. All replies will be held in strict confidence. Box 812, **The MANUFACTURING CONFECTIONER.**

ENROBER MAN, EXPERIENCED WITH 32 INCH GREER ENROBERS, WANTED, ALSO CHOCOLATE TEMPERING MAN, GOOD PAY.

MARLON CONFECTIONS, CORP.
321 W. 54th St., N.Y.C.

POSITION WANTED

EXPERIENCED ALL-ROUND CANDY MAKER. Worked in supervisory capacity for large reputable concern manufacturing high-grade line of boxed chocolates, both continental and American type, including moulded goods. Box 811, **The MANUFACTURING CONFECTIONER.**

ALL-ROUND CANDYMAKER: retail or wholesale desires work at once. Box 816, **The MANUFACTURING CONFECTIONER.**

CANDY MAKER: Wants position in a high class retail shop making quality goods. Full and varied experience. Box 817, **The MANUFACTURING CONFECTIONER.**

CANDY MAKER, 35 years experience, looking for a position with all-round pan work, also Chocolate pan work, also chewing gum, jaw breakers, etc., Box 712, **The MANUFACTURING CONFECTIONER.**

CANDY PRODUCTION MAN, been in industry since apprenticeship in Paris at age 15. Knows chocolate and coating manufacture from beam up. Thorough experience in moulding, tray work; can handle large equipment, supervisory background, last 10 years with major European manufacturer. Detailed background upon request. Box 713, **The MANUFACTURING CONFECTIONER.**

Use M.C. Classified Advertising to Sell or Buy Used Equipment.

CLASSIFIED

When addressing box numbers, please address as follows:

(Box Number)

The Manufacturing Confectioner
9 South Clinton St.
Chicago 6, Ill.

ADVERTISING

Classified insertion requests are sent to the same address. Rates are 35c per line of regular type; 70c per line for bold face or capital letters; \$6 per column inch for display. Minimum insertion is three lines. Rates are not subject to agency discounts.

MACHINERY FOR SALE

FOR SALE: AD Mogul complete, chocolate cake crusher, 32" enrober, and Simplex gas fire cooker with three kettles. Available immediately. Box 815, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Simplex steam vacuum cooker in excellent condition. Retiring from business and will sell very reasonable. Bresler, 1421 Masonic Ave., San Francisco.

FOR SALE: Candy stove with blower (patent appliance); two steam Simplex Vacuum cookers; 200 lb. capacity; two seven-foot York batch rollers; one Mills seven-foot roller; one laboratory model Friend hand-roll machine with two dies; one continuous chip-cutter with motor; two metal ribbon candy machines, metal Easter-egg moulds. Write or phone Federal Candy Co., 52 Ferry St., Springfield, Mass. Tel: 44044.

FOR SALE: Complete equipment for retail candy kitchen, including 14 pairs hard candy rollers, brand-new glass covered counters. Everything necessary to open. Box 813, **The MANUFACTURING CONFECTIONER.**

FOR SALE: Friend Hand-Roll Machine 75 lb. capacity. Similar to Dreadnaught. Sets on stand. Used only 3 months. Original rebuilt cost \$1,250.00, will sacrifice for only \$395.00 F.O.B., Peoria, Cooper's Candies, Inc., 432 Main St. Peoria, Ill.

FOR SALE: One 24-inch National enrober with 50-foot Freon Cooling Tunnel, two canvas belts, and 12-foot packing table. If interested, contact Lance, Inc., 1300 South Boulevard, Charlotte, North Carolina.

ONE EVER BEST BATCH ROLL, 7'2" roll, 8'4" over all, used very little, without motor. Box 716, **The MANUFACTURING CONFECTIONER.**

FOR SALE—2 Vertical Beaters, 4 speeds with 2 hp., 3 phase motors. Box 717, **The MANUFACTURING CONFECTIONER.**

MACHINERY WANTED

WANTED: Model K kiss wrapping machines in good condition. State age, model number, size of piece, price and where they can be seen. Box 814, **The MANUFACTURING CONFECTIONER.**

STEEL STARCH BUCK, complete with motor and Ball Bearing Sieve Eccentrics. Simplex Gas Fire Cooker (Vacuum) with 3 motors. Box 711, **The MANUFACTURING CONFECTIONER.**

MISCELLANEOUS

**Closing Out at Half Price
Twisting Wax Paper**

in perfect condition

7,000 lbs. 1 1/4 inch white
10,000 lbs. 2 1/2 inch white
5,000 lbs. 3 inch red
10,000 lbs. 3 inch chocolate
while it lasts
in lots of 5,000 pounds or more
10¢ per pound.

Morris Brokerage & Salvage Co.
1635 W. Fulton St., Chicago 12, Illinois
Phone HAYmarket 1-2275

FOR SALE: Two million sheets, 2 1/2 x 10 and 3 x 10, 300 MT Dupont cellophane, at 35c M. Box 818, **The MANUFACTURING CONFECTIONER.**

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

"Cellophane" BAGS

SHEETS • ROLLS • SHREDDINGS
Cellophane rolls in either boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls
Tying Ribbons—All Colors & Widths

Scotch Tape
Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond Robert L. Brown
"At Your Service"
74 E. 28th St., Chicago 16, Illinois

FOR SALE-PIECE MEAL

Machinery & Equipment 3 Years Old

**EXCELLENT
LATE-TYPE MACHINERY
AND EQUIPMENT**

**Located in 2 Well Known
Midwestern
Candy Plants**

At Bargain Prices For Quick Sales

**MOST OF THIS EQUIPMENT IS IN
PRACTICALLY NEW CONDITION
AND HAS HAD VERY LITTLE USE**

- Equipment was in operation until recently and is still set up in original operating position.

- All equipment must be sold and moved immediately.

- Quantities are limited and all offerings are subject to prior sale.

ACT PROMPTLY FOR CHOICEST SELECTION

EQUIPMENT IN PLANT IN MINNESOTA

- 1—Gruen Stainless Steel Vacuum Cooker, 300 lb. capacity, with 2 - 55 gal. Stainless Steel Cooking Kettles.
- 2—Package Machinery Co. 228 Wrapping Machines.
- 1—Package Machinery Co. LP3 Wrapping Machines.
- 1—Package Machinery Co. Model K Kiss Wrapper, latest type.
- 1—Thomas Mills Automatic Ball Machine- with Sizers.
- 1—Racine Duplex Sucker Machine, motor driven with 24 ft. Conveyor and Continuous Cutting Rollers.
- 1—Hildreth Form 3 Puller, motor driven.
- 2—8 ft. York Batch Rollers.
- 1—6 ft. York Batch Roller.
- 2—3' x 8' Cooling Slabs.
- 1—3' x 6' Cooling Slab.
- 1—#33 Model S Mixer.
- 1—4 ft. Ball Cream Beater, belt driven.
- 1—U. S. Air Co. 5-ton Air Conditioner.
- 1—Hobart 3-speed Mixer.
- 1—20 HP gas-fired Boiler.

EQUIPMENT IN PLANT IN ILLINOIS

MOULDING DEPARTMENT

- 1—N. E. Steel Mogul INSTALLED NEW IN 1949 with auto. Currie Stacker and Loader — NEW IN 1949.
- 1—Muhn Dryer and Cooler, connected to Mogul with Starch Cleaner and all necessary conveying to operate automatically with Mogul.
- Assortment of single and double Hydro-Seal Pump Bars, NEW IN 1949 and 1950.
- 1—Currie Center Cleaner.
- Approximately 25,000 Starch Boards, standard size.
- 1—Marrow Cut Roll Machine.
- 1—Sugar Sander.
- 1—National Equipment AC Depositor.
- 1—Racine Depositor.

CREAM AND MARSHMALLOW DEPARTMENT

- 1—Hohberger Cream Machine with S. S. Drum, directly motor driven with motor.
- 2—Savage 110 gal. Marshmallow Beaters.
- 2—5 ft. Ball Cream Beaters.

MIXING AND COOKING KETTLES

- 3—150 gal. S. S. Gum Kettles, motor driven.
- 2—150 gal. Copper Gum Kettles.
- 1—100 gal. Double Action Mixing Kettle.
- 3—Double Action S. S. 50 gal. Mixing Kettles.
- 1—Double Action 60 gal. Kettle.
- 1—N. E. EB Cream Re-Melter.
- 4—40 gal. Copper Cooking Kettles, S. J.
- 1—40 gal. S. S. Steam Jacketed Kettle.
- 1—25 gal. Double Action Gum Kettle.
- 1—Savage-type open-type Mixer.
- 1—Baker Perkins Lab. type Mixer.
- 1—N. E. 2000 lb. Chocolate Melter.
- 1—N. E. 1000 lb. Chocolate Melter.
- 1—300 lb. Chocolate Melter.
- 1—N. E. 150 lb. Chocolate Melter.
- 2—Hobart 80 qt. 4-speed Mixers.
- 1—Read Model D Egg Beater, 80 qt. cap.

WRAPPING DEPARTMENT

- 1—Pkg. Machy. Co. DF Wrapper, with electric eye.
- 4—Pkg. Machy. Co. CA2 Wrappers.
- 1—Pkg. Machy. Co. AA2 Wrapper.
- 1—Lynch Wrap-O-Matic, with electric eye and cardboard roll feed.
- 1—Nayssen Wrapper, 4" - 18".
- 1—Rose 750 RAF Wrapper.
- 1—Rose 500 RAF Wrapper.
- 1—Rose 350 RAF Wrapper.

HARD CANDY DEPARTMENT

- 1—N. E. 600 lb. Continuous Cooker.
- 2—Simplex Gas Vacuum Cookers.
- 2—Guebel Plastic Machines with heated sizers and with assortment of chains.
- 1—Rostoplast Jr. with 4 sets of Dies.
- 1—Baker Perkins Hard Candy Forming Machine.
- 1—Racine Model M Sucker Machine.
- 3—Racine Model H Die Pop Machines.
- 1—Brach Hard Candy Cutter.
- 2—4' x 6' Hard Candy Drop Machines.
- 2—Igou auto. Stick Forming Machines.
- 2—3' x 8' Cooling Slabs.
- 6—3' x 6' Cooling Slabs.
- 2—5 ft. Batch Rollers.

GUM DEPARTMENT

- 2—Baker Perkins JNM Mixers, hydraulic lift.
- 1—Dellenberger Rolling, Scoring and Cutting Machine for standard size sticks.
- 1—Package Machinery Co. AC AC6 Gum Wrapper for wrapping single sticks and cellophane wrapping 5 sticks.
- 1—Pkg. Machy. Co. AC6 single-stick Wrapper.
- 2—AC4 Stick Gum Wrappers.
- 2—BB-10 Gum Wrappers.
- 1—Dellenberger Extruder.

MISCELLANEOUS

- 1—Stokes and Smith Tablet Machine.
- 1—Marco Homogenizer.
- 1—Caramel Cutter, 24".
- 1—Nougat Cutter.

**INSPECTION CAN BE
ARRANGED BY APPOINTMENT**
Write — Wire — Phone Collect
for Full Details and Prices

This is an unusual opportunity that comes once in a lifetime to secure choice equipment at terrific savings.

**NO WAITING
Immediate
Deliveries**

NION

Rebuilt
Machinery

Union CONFECTIONERY MACHINERY CO., INC.

Confectionately Yours

A Seattle, Wash., bus driver uses a candy to "help his stomach" by giving it away to kids.

The driver, Ferd Carlson, explained it this way:

"My motives are purely selfish. I do it all for my stomach's sake. Bus driving is tough on the disposition. Little things pile up until the driver gets nervous; then he gets crabby. And then he gets stomach ulcers."

"Recognizing the danger, I instituted 'Project Candysack.' Now when things get me to the point where I am just about ready to bite off some passenger's head, a youngster gets on, gets a hunk of candy, and grins up at me.

"Then I have to grin back. Then I not only don't want to bite my passengers—I don't even want to bark at them.

No ulcers."

POLICE were looking recently for a burglar who might need a psychiatrist. Officers said the man entered the Pacific National Bank of Seattle, looting cigarette and candy machines. No money was stolen.

CONVEYORS

Corrigan bulk dry sugar handling and storage systems convey sugar from unloading point to storage and from storage to production.

Improve production facilities
Lower operation costs

J. C. CORRIGAN CO. INC.

41 Norwood St., Boston 22, Mass.

RIBBONS
for your *Candies*

Satin • Moires • Taffeta
Gros-Grain • Rib-o-nit
Rayon and Chiffon

R.C.TAFT CO.

111 NORTH CANAL STREET
CHICAGO 6, ILLINOIS

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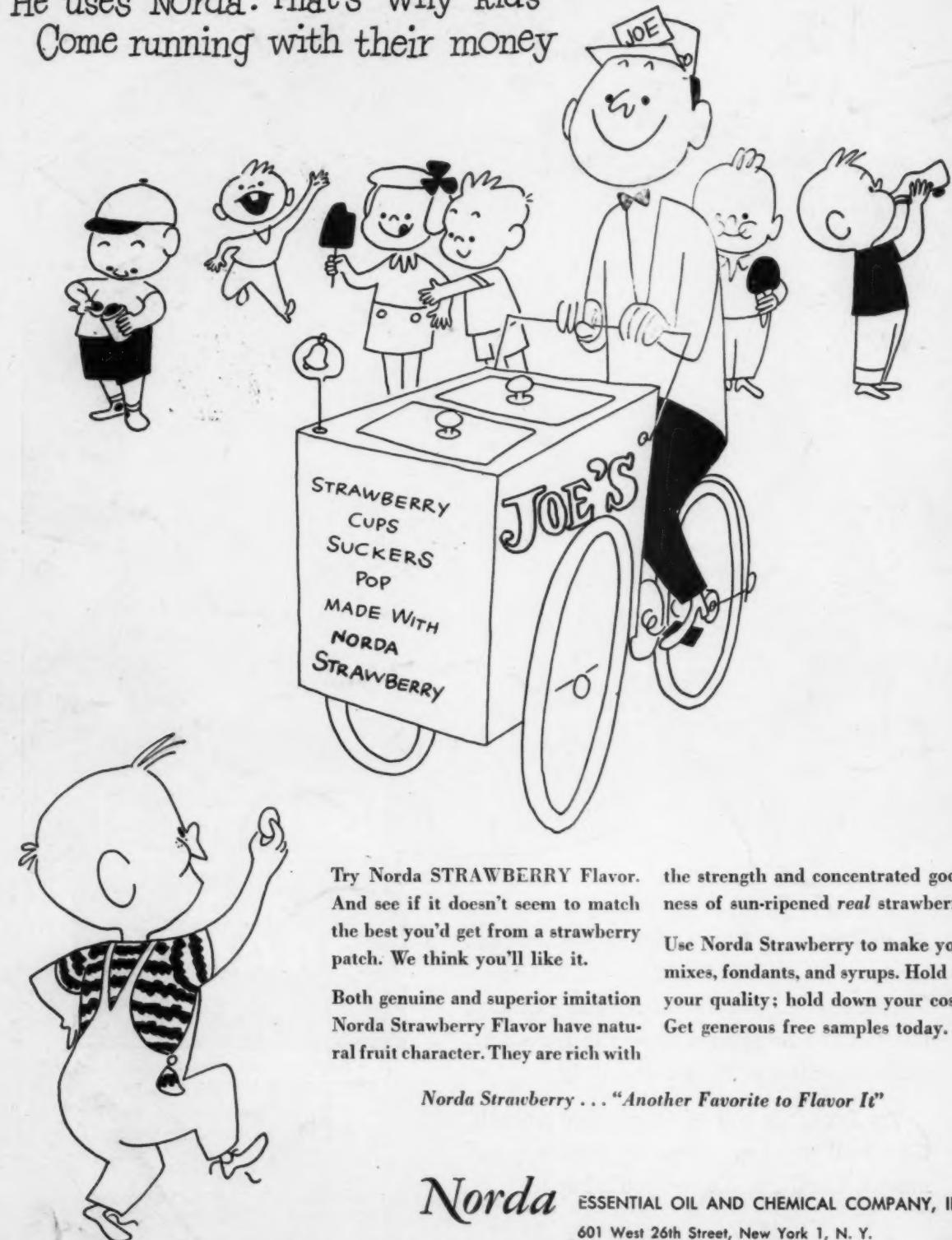
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